

V

# Chemist & Druggist

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Department



28 October 1972

THE NEW WEEKLY FOR PHARMACY

The sunshine is breaking through  
in a BIG way this Autumn

## Haliborange TABLETS

*With a massive Haliborange Tablets advertising campaign aimed at bringing in bigger and better sales for you than ever before!*

A really full-colour splash in women's magazines and a massive black and white campaign in the national press—the total circulation of which is over 190 million copies (and that makes pretty good sales sense!). The campaign is concentrated in two powerful bursts from weeks commencing October 9th to December 11th and January 8th to February 26th.

A big TV campaign consisting of 30 and 15 second colour commercials on every ITV station, screening at peak hours 3 times an evening. Every station will be showing at least 12 spots between October 13th and November 3rd. 13½ million housewives will have the chance to see these great new commercials—that's 80% of housewives in all ITV homes.

*With a campaign like this, there'll be a terrific demand this winter for Haliborange Tablets. So stock up now—and this cold season, let the sunshine in.*



Haliborange is a Trade Mark of  
ALLEN & HANBURY'S LIMITED  
LONDON E2 6LA

## Beauty Business

SPECIAL  
SUPPLEMENT

## Scottish pharmacists' conference

## Research in general practice



## The Troubleshooters

Varta—portable power houses that you and your customers can rely on. A complete range for every photographic purpose—and every other, too. Made in Germany by one of the world's largest battery makers. Whose U.K. technical sales department welcomes your queries, can solve problems for you.

Varta—the troubleshooters. For you. And for your customers.



# VARTA

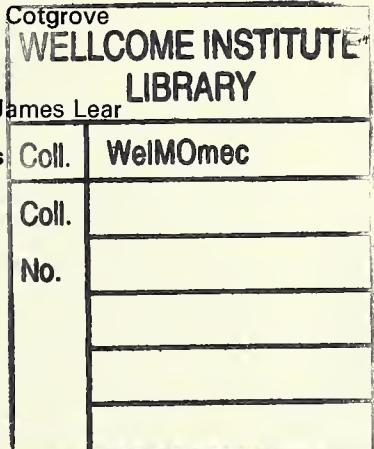
VARTA Batteries Ltd., Varta House,  
Hanger Lane, London W5 1EH, Tel: 01-998 7551/4

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Benn 

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland



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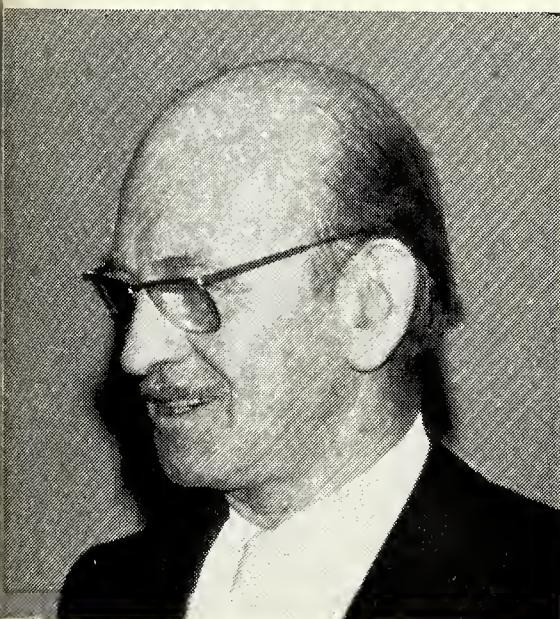
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Glasgow's assistant chief constable, Mr E. M. Dalglish, advises pharmacists to be "security minded" (see p644)

# Get your name in the papers.



# Whole page ads to be won

Win publicity for your store with this unique VASELINE INTENSIVE CARE® Lotion competition!

## 1st prize:

A full page advertisement in your local weekly newspaper, whenever you like, provided it appears before 31st March 1973, for your own special offers including VASELINE INTENSIVE CARE Lotion (limited to a cost of £450 including production).

## 2nd prizes:

Three of them—a half page in your local weekly newspaper on the same conditions as above (limited to a cost of £300 including production).

All of them really useful prizes to save you money—generate more profit for you.

## All about Vaseline Intensive Care Lotion

VASELINE INTENSIVE CARE Lotion is brand leader in chemist multiples (18% brand share March/April 1972).

It was brand leader in chemist multiples within nine months of its national launch.

To date, VASELINE INTENSIVE CARE Lotion is Britain's fastest growing hand lotion.

£135,000 is being spent in 1972 on a national television campaign, and the next advertising burst runs for six weeks from 16th October. Remember, over 80% of all

women use a hand lotion!

For your information: Money-off stock is now being sold into the trade.

You can order VASELINE INTENSIVE CARE Lotion in three sizes:

90grm	22½p* (2½p Off-20p)
185grm	35p* (5p Off-30p)
295grm	49p* (9p Off-40p)

\*All recommended retail prices

## All you have to do in the competition

Below is one question about VASELINE INTENSIVE CARE Lotion. The clues to the answers are all contained in this advertisement. Simply number 6 answers in order of importance, putting each number from 1 to 6 in the appropriate box, and then give your separate answer to the question: "Why will your customers find that VASELINE INTENSIVE CARE Lotion is the best hand lotion they can buy?" (in not more than 20 words). That's all. And it's simple. Just fill in the coupon below, and you could be on the way to winning a lot of publicity for yourself.

Full rules available from competition address on receipt of stamped and addressed envelope. All winners will be notified by 16th December 1972.

® VASELINE and ® VASELINE INTENSIVE CARE are registered trade marks of Chesebrough-Pond's Ltd.

Send your entry to arrive no later than 30th November 1972 to: Chesebrough-Pond's Limited, Victoria Road, Willesden, London NW10 6NA.

Number each box from 1 to 6 in your order of importance. All Chemists should stock VASELINE INTENSIVE CARE Lotion because:-

The weight of advertising behind the brand is so heavy.

There is a pack size and price for every woman's pocket.

There is a large market in hand lotions.

The consumer trusts the VASELINE brand name.

Money-off stock will mean heavy demand.

VASELINE INTENSIVE CARE Lotion has proved itself in multiple chemists.

Why will your customers find that VASELINE INTENSIVE CARE Lotion is the best hand lotion they can buy?

Retailer's Name

Address

**When the brand leader  
gives something away it has  
to be another leading brand**



Contact your normal supplier now for details of this attractive offer...  
**...Free Manikin Cigars from Brylcreem.**

# Council's ideas on general practice research

ines of research that the general practice pharmacist might develop are being put forward by the Council of the Pharmaceutical Society in response to a Branch representatives' resolution last year. And the Council is asking each region, and the Scottish Department, to set up a panel of two academic and two general practice pharmacists to advise those who wish to undertake such research.

The Council statement says that the individual pharmacist can make a valuable contribution to the development of the profession by taking a positive interest in specialised aspect of general practice. This can take the form of study or research into a particular scientific, professional or sociological problem. The published results of such work would then form a constructive part of the total effort towards the continual improvement of the

pharmaceutical contribution to the nation's health care."

It is anticipated that in the majority of cases the ultimate aim would be the satisfactory completion of the work and the publication of the results. In some, however, it could also lead to a higher qualification, such as a Masters degree or—at similar standard—the Society's Fellowship.

The list of 50 topics—which has not been "critically assessed"—ranges from measurement of physical changes in preparations to the value of bonus offers, and self-medication patterns. Many would require laboratory facilities, but there are also suggested management and NHS projects requiring "library and advisory facilities only".

Details can be obtained from regional secretaries at the Society's London or Edinburgh headquarters.

## Aspirin 'warning' cards released

treatment cards warning patients that they have been prescribed a medicine which should not be taken with aspirin, were being distributed by the Pharmaceutical Society this week.

Pharmacists in general practice will receive a list of drugs with which the card should be issued:— Ethyl biscoumacetate, phenprocoumon, warfarin sodium, coumalone, acetohexamide, chlorpropamide, glibenclamide, tolbutamide, tolazamide and methotrexate.

In a covering letter, Mr D. F. Lewis, the Society's secretary and registrar, adds that acetomenaphthone, an ingredient of few chilblain and vitamin preparations, should never be taken by patients being treated with coumarin-type anticoagulants. As an alternative to aspirin for these patients, paracetamol is recommended for occasional use.

Mr Lewis also recommends that the drugs requiring a warning card to be issued should be stored together.

## Barclaycard concession for NPU members

The National Pharmaceutical Union has negotiated a concessionary "service charge" of 4 per cent—1 per cent below the normal rate—on Barclaycard.

According to the latest NPU *Supplement*, the rate will be "shaded" to 3½ per cent where the average transaction is more than £5 in any month. The NPU say the advantages of being a Barclaycard retailer include elimination of worthless cheques and bad debts, "just looking" customers

turned into buyers, and more expensive goods bought.

The Pharmaceutical Society is said to have withdrawn its objection to participation since the directory of member retailers is no longer published.

Access, the competitive credit card launched this week, is also understood not to be publishing a list of participating retailers—but a spokesman did not expect the average sale in the pharmacy to warrant the use of the card. However, pharmacies with big photographic or optical business were being recruited.

## Digoxin content test in BP

A uniformity of consent test for digoxin tablets will become official in the British Pharmacopoeia from February 1, 1973.

The amendment, recently published by the BP Commission, describes a test which

## Safety Committee defines 'efficacy'

Guidelines to policy on efficacy were received by the Committee on Safety of Medicines in 1971, according to the Committee's first annual report (it took over from the Committee on Safety of Drugs on October 1, 1971).

It is the committee's belief that the main purpose of the Act was to provide a safeguard against indiscriminate promotion of dangerously toxic medicines, or medicines of inadequate quality, but that it had never been intended that it "should be used to deny to the public a large number of products which presented no hazard".

The Committee believed that in the case of herbal, homoeopathic and other unorthodox remedies it would be possible to ensure, for example by labelling require-

involves crushing and dissolving individual tablets in various reagents. The solution is cleared by centrifugation and the extinction of the supernatant is measured.

The operation is carried out with ten tablets and their digoxin content is calculated. The sample passes the test if the content of each tablet is between 80 and 120 per cent of the average. The test was instituted following recent problems over the manufacture of digoxin tablets (*C&D*, August 5, p. 177).

The amendment also contains five changes referring to the use of "authentic specimens" rather than "standard preparations" in tetracycline identification tests. Copies may be obtained from: The Secretary, British Pharmacopoeia Commission, 8 Bulstrode Street, London, W1.

## Nielsen test proves brand's dependence on the retailer

The importance of retail trade backing in a product's market strength—and the need for manufacturers to woo the retailer with trade promotions—are underlined in the latest *Researcher* published by the A. C. Nielsen organisation.

Nielsen were asked to examine the effect of withdrawing a costly annual trade promotion on "brand Y". They found that withdrawal led to an immediate falling off of retailer buying-in, showing an increase of only 27 per cent (due mainly to seasonal influences) against 59 per cent in a control area where the promotion was continued. Retail stocks tell much more in the test area, leading to out-of-stock positions.

Most striking, however, was the sales gain of only 19 per cent over the base period, compared with 38 per cent in the control area where the trade promotion was preserved.

"Obviously, a withdrawal of the trade promotion was no longer considered seriously in formulating next year's marketing plan... far from saving money, the elimination of the trade promotion would probably have gone a long way towards eliminating brand Y as a profit-maker," Nielsen concluded.

A Nielsen spokesman told *C&D* that "brand Y" was a nationally-advertised product sold by grocers, which was normally the subject of a trade "deal".

ments, that the public were aware that they had been considered so far as effectiveness was concerned, in terms of their own particular theory of medicine. For all other medicinal products the Committee considered that it was important that the public should not be misled by claims which were un-substantiated.

"If a medicine not known to be effective were recommended for the treatment of a serious illness for which there was already a satisfactory treatment, this would constitute an unacceptable risk to the patient. Similarly if a medicine were likely to be quite ineffective in the treatment of any disease for which it was recommended and yet carried the slightest risk to the patient, the Committee would regard it as unsafe for use as recommended."

# Safety clearance for ten new 'pills'

Ten new oral contraceptive products have been given approval by the Committee on Safety of Medicines it was announced this week. Five are of the progestogen-only type, four an oestrogen/progestogen mixture and one of the sequential type. Two products will contain a new progestogen not previously used in another oral contraceptive in this country.

The "pills" now await product licences "to be issued shortly by the Department of Health". The approvals follow six years of study by the Committee on the possible carcinogenicity of oral contraceptives during which time no new products were allowed on the market.

In a report issued this week the CSM concludes that "although a carcinogenic effect can be produced when some of the preparations are used in high doses, throughout the life span, in certain strains of rat and mouse, this evidence cannot be interpreted as constituting a carcinogenic hazard to women when these preparations are used as oral contraceptives."

The Secretary of State for Social Services has accepted the Committee's report and conclusions.

The studies were instituted after mestrinol was found to cause liver damage, including on occasion the development of hepatomata, when administered in high doses and for prolonged periods to rats. The pharmaceutical industry was asked to undertake studies on possible long-term toxic effects of the substances. It did so and met the cost itself. "But the evidence has been consistently negative," explained Sir George Godber, the chief medical officer, Department of Health, this week. During the studies about 250,000 microscopic slides had been examined. Extensive tests did not support the previous work showing liver damage.

Sir George said that there had been a progressive increase in the number of women taking the "pill".

The report states that careful monitoring of oral contraceptive users should be maintained.

The report raises a point about amenorrhoea. It notes that amenorrhoea is a well recognised occurrence after the use of hormonal contraceptives. "It has previously been thought of in terms of hypothalamic-pituitary dysfunction," it continues. "The findings in animals raise the possibility that there might sometimes be an anatomical basis in the pituitary. Careful documentation, investigation and follow-up of all cases of amenorrhoea following hormonal contraception are required and a full study will be undertaken."

Present information on studies in the United States have not caused the CSM to modify their declared views on the carcinogenic hazard and the "mini-pill"

type of product will now be available in this country but not in America. It is thought that there might be yet two more new oral contraceptive products being examined by the Committee.

## Drug self-poisoning doubled in a decade

Episodes of self-poisoning with drugs have doubled in frequency in Sheffield in the decade 1961-70 although the city's population has increased by only 4 per cent. Self-poisoning now accounts for almost one in ten of all medical admissions to hospital and one in five of all medical emergencies. It ranks second only to myocardial infarction as a cause of emergency admission to medical beds in the major Sheffield hospitals.

Those are the conclusions of a paper in last week's *British Medical Journal* coming from the department of pharmacology

and therapeutics, University of Sheffield. In an analysis of 250 cases of self-poisoning admitted from 1966-71 it was found that over 80 per cent of the patients had used prescribed drugs.

The commonest substances employed were barbiturates (30 per cent) followed by tranquillisers (20 per cent) and salicylates (18.8 per cent). Changing proportions of the major drugs used were evident throughout the six years.

The proportions of barbiturate, tranquilliser and salicylate ingested in an earlier study in 1960 and between 1966-70 bore a relationship to the frequency of their being prescribed. The change in preferred drugs over the decade was actually paralleled by the change in national prescribing habits—seen most clearly in the increasing use of tranquillisers and the recent decline in the use of barbiturates.

The author, Dr A. J. Smith, suggests that the Sheffield situation is not unique and that figures from other areas suggest the same trend. He notes that the average age for admitted patients has fallen during the decade and that most patients appeared to be making an impulsive gesture not intended to result in death.

"Clearly the medical profession itself by increasing the prescribing of psychoactive drugs (often for trivial causes that should be handled by simple reassurance, counselling or support) is in danger of breeding an attitude of dependence on pharmacological crutches for all crises," he states.

## 'His and hers' contraceptive launched this week

As exclusively forecast by *C&D*, May 27, p 726 a "his and hers" contraceptive is being launched this week. It is known as C-film.

Marketed by Potter & Clarke Ltd, 9 Wellesley Road, Croydon, CR9 3LP, the product consists of a 5cm square polyvinyl alcohol sheet impregnated with a spermicidal

Originally the product was developed by Dr Kalman Hotay, a leading gynaecologist then working in Hungary. Trials were carried out there, involving nearly 6,500 woman months of exposure, which gave an average failure rate of 8.7 per 100 woman years (a LR Industries spokesman recently gave a failure rate of between 3 or 4 per 100 woman years for protectives).

In subsequent development for the British market it was decided to integrate the spermicide into the film rather than using it as a surface coating. The quantity of spermicide was also increased.

The final British product is about 8 microns thick and weighs approximately 240 mg.

In clinical trials in this country no significant alteration was found when cervical cytology and bacterial cultures from a high vaginal swab were examined before and after use of the product.

The contraceptive has passed the International Planned Parenthood Federation's agreed test for total spermicidal power. But the manufacturers do warn that while avoidance of pregnancy is imperative, double precautions ought to be taken. In such cases it may be used with the diaphragm, intra-uterine device or sheath. They also point out that on rare occasions the product can cause vaginal irritation in a few women.

The price is £0.65 for a pack of 10.



From *C&D*, May 27

cide. The contraceptive can be inserted into the vagina either by the woman or on the tip of the penis just before entry. The woman may use one up to an hour before intercourse.

The polymer quickly dissolves releasing the spermicide Nonyl-9 (nonyl phenoxy-polyethoxyethanol) which is already used as the basis of a number of spermicidal preparations.

The product is intended to deliver a dose of 65-70mg of spermicide to the base of the cervix as a gel. It is claimed that C-film stays in place and that there is no seepage.

# The European 'principles': NPU still undecided

The National Pharmaceutical Union Executive Committee has yet to come to firm conclusions on two of the basic "principles" of EEC pharmacy practice laid down by the European pharmacy group.

Further time was devoted to the principles during the September Executive meetings, but there were sharp divisions of opinion on the subject of geographical distribution of pharmacies, in respect of the adequacy of existing out-of-hours dispensing arrangements in Britain.

An attempt would be made at a future meeting to identify the types of area in which there was evidence of insufficient service for the public and to postulate how arrangements could be improved. For the meantime the Committee agreed that, generally, the vast majority of the public had ready access to a good pharmaceutical service during normal opening hours, and that there was widespread access to emergency pharmaceutical services outside normal opening hours.

At a separate meeting, the pharmacy group principle of ownership was discussed at length, but again no firm conclusions were reached. "It seemed clear that it was unlikely that the Executive could ever reach unanimous agreement on whether pharmacies should be owned singly or in multiples," says an NPU re-

port. The draft directive would, however, be further considered at subsequent meetings until a broadly acceptable policy could be developed.

The Executive has already adopted the principles of pharmacists' complete responsibility for medicines and monopoly of their sale—and the general principle of geographical distribution.

## Council's action on doctors' dispensing

The NHS drug testing scheme as applied to retail pharmacies cannot be applied to dispensing doctors because no prescriptions are available say the Council of the Pharmaceutical Society of Great Britain. But in their interim report on branch resolutions passed in May they add that they are concerned to ensure that under the Medicines Act 1968, a testing scheme is established to ensure by inspection, advice and, if necessary, testing, the quality of medicines used *at all places* where they are distributed to the public. The Society, in the knowledge that the Health Departments are at present considering Regulations on this aspect of the Medicines Act, has submitted a document outlining a comprehensive inspection scheme. In the docu-

ment, the Society has proposed that the present NHS scheme for the testing of drugs should be incorporated in the new arrangements which would then apply equally to all.

The Society turned down a suggestion that statistical evidence be produced to show that rural dispensing can be more economically and efficiently performed by pharmacies than by dispensing doctors. Council are "firmly of the opinion that it would be unwise to blur any discussion on this basic principle by arguments relating to economies."

A representative of the Electoral Reform Society is to address Council on the use of the single transferable vote system.

No special tie for members of this Society can be expected because of difficulty in restricting distribution of supplies.

On the control of registration of premises the Council say the work of the Committee on the Planned Distribution may, in due course, lead to some restriction but such a restriction would apply not only to pharmacists. No possibility of change in the ownership of pharmacies can be seen in the foreseeable future unless entry into Europe should affect the situation.

## Consortium prices pledge

The Retail Consortium has sent telegrams to leading companies and organisations in the retail trade stating that the retailer "must make a more positive contribution to a prices and wages policy."

They ask that in addition to the previous undertaking to contain percentage gross margins, the retail non-food trade, accepting that this is a period of inflationary price increases, undertakes that where manufacturers' or suppliers' prices rise by more than 5 per cent from the level prevailing at the base date, it will in such cases expect no larger cash margin than it was taking at the 5 per cent level.

## Contact lens solutions: pharmacists warned

An alarming number of cases have been reported where the wearer of *hydrophilic* contact lenses has been given a solution intended for *hard* contact lenses.

Contactasol Ltd, makers of contact lens solutions, warned this week that this mistake can lead to eye damage. The company say that the mistake is understandable where the customer asks only for "a bottle of solution for contact lenses" but in many cases treatment at an eye hospital has been required later.

The new hydrophilic plastic materials which are being made into soft contact lenses absorb dyes and other chemical ingredients put in solution in which they are placed and therefore only solutions that have been specifically formulated for use with soft contact lenses should be used. Assistants and personnel involved in the distribution of contact lens solutions to the public or patients should be made fully aware of the differences in these solutions, say Contactasol.

Everyone requiring contact lens solutions should be asked if they are for hard or soft lenses. In the Contactasol range, Hydrosoak is intended for sterilising and soaking hydrophilic lenses.



## Medicines Act lists promised soon at A & H ceremony

Initial recommendations for the preparations to be included in the Medicines Act general sale and prescription-only lists could be "sent round for consultation with all interested parties in the near future," Medicines Commission chairman, Lord Rosenheim, said when opening new research laboratories for Allen & Hanburys last week.

The £1 million laboratories, at the company's Ware, Herts, factory, house the departments of biochemistry, pharmacology, pathology and medical services, together with general administration and

library. It is intended to erect a further building to accommodate pharmacy and chemistry departments.

In his opening address, Lord Rosenheim referred to the company's achievements during more than 250 years existence and looked forward to "a stream of wonderful new remedies" from the new laboratories. Beclomethasone dipropionate, now under clinical trial in the control of asthma, received specific mention; other areas of research being neuropharmacology, cardiovascular disease, rheumatoid arthritis and diabetes.

# Company News

## A third bidder for the Cockburn chain?

Following the announcement that Weston Pharmaceuticals Ltd were to bid for the share capital of the Glasgow-based chemists, Cockburn & Co Ltd (C&D last week p. 591) Cockburn's directors state that discussions are in progress with another party which are expected to lead to an alternative offer being made, which would lead to a merger with Scottish interests in the same field. Prior to the Weston bid, an offer by a London financier was withdrawn.

## Beatson, Clark prepare for export drive

A new export process and dispatch centre was opened for Beatson, Clark & Co Ltd, at Rotherham on October 17 by the Earl of Limerick, Parliamentary Under-Secretary of State for Trade. The centre is a 50,000 sq ft, £200,000 complex designed specifically for the handling, packing and processing of export consignments to over 80 countries.

Before asking Lord Limerick to perform the ceremony, the chairman, Dr A. W. Clark, told the audience that since 1962 exports had risen from £50,000 per year to £1m. Any further export expansion would have been inhibited had they not decided last year to build the centre. He was confident that together with consequential administrative developments the centre would enable them to increase their exports to £2m a year within the next five years.

## Greeff's first half

Greeff-Chemicals Holdings Ltd made a profit on trading in the first half of £92,498 (against £58,831 on the corresponding 1971 period). The figures include estimated share of profits (losses) of associated companies.

With dividend income from trade investments profit after tax is £220,385 (£212,123).

An interim dividend of 5½ per cent is declared.

## Display companies merge

Two companies, Norman Pendred & Co Ltd and Cellgrave Ltd have combined to form one of the country's largest point-of-sale display houses.

The new company has a one-floor building at Catford, London, where all print production is housed under one roof and also the Cellgrave works at Peckham which is now the administrative centre for

the whole group. The new name and address is: Norman Pendred-Cellgrave Ltd, Philip Road, Peckham, London SE15 (tel: 01-639 3627).

## Rockware up at halfway

Group net profits of Rockware Group Ltd before tax for the 26 weeks ended July 2, were £767,000, an increase of 17½ per cent over the comparable period in 1971.

The chairman, Mr Peter Parker, states that underlying this improved profitability are the advances made in operational efficiency and in the market share gained during a period of no-growth for glass containers.

## Cadbury bid £14m for Jeyes

Cadbury Schweppes Ltd have now made a bid for Jeyes Group Ltd which values Jeyes at £14m and it is being recommended by Jeyes' directors. Smith & Nephew Associated Companies Ltd who hold almost 20 per cent of Jeyes equity are accepting in respect of their holding.

## Briefly

**Mr F. W. Grace, MPS**, trading as Lansdale & Co Ltd, having retired, has sold his branch pharmacy at 261 Desborough Road, High Wycombe, Bucks, to his manager, Mr S. Kirkbride, MPS, who took over on October 1. As announced earlier (C&D, October 7, p496) the Queen Square pharmacy was acquired by R. Weston (Chemists) Ltd.

**Underwoods (Cash Chemists) Ltd** have opened a branch at 174 High Street, Ken-

sington, London W8. The premises comprise just over 2,000 sq ft on the ground floor plus basement staff and storage accommodation. This is the eleventh branch of Underwoods. Two more larger branches are to be opened in central London with the next three months.

**National Cash Register**, Dayton, US. During the third quarter earnings continued to improve, with net income totalling \$4,411,000 or 19 cents a share on revenues of \$389,689,000. In the third quarter 1971 the company earned \$4,431,000 or 21 cents a share on revenues of \$354,065,000.

**Associated Chemists (Wicker) Ltd**: At the twenty-first annual meeting of the company recently, a silver pestle and mortar were presented to the retiring founder-secretary Mr Leonard Stocks, MPS, in recognition of the work he had done for the company.

**E. A. Brocklehurst Ltd** held their annual dinner on October 17. Mr G. W. Hind, the company's Willerby Road, Hull branch, was presented with a cheque in recognition of that pharmacy's "excellent performance during the year".

**Bowater Paper Corporation Ltd** are to take over Ralli International Ltd in an agreed bid of £80m. Among the assets of Bowater is a 50 per cent share in Bowater-Sco Corporation. Ralli Industries are international traders.

**Mr H. G. M. Osborne, MPS**, 3 Wellesley Parade, Strawberry Hill, Twickenham, is retiring. The business has been acquired by Mrs G. M. Clark, MPS, and Mr N. Evans, MPS, who will trade under the name of Strawberry Hill Pharmacy from November 1.

**United Glass** are to spend £1m on a new warehouse at their Alloa factory following the previously announced £3½m investment programme in manufacturing capability.

**Gillette Co, USA**: Net income in the three months ended September 30, rose to \$20.93m from \$15.6m in the same period of 1971. Sales advanced 23 per cent to \$228.29m and earnings by 50 per cent.

**Tuco Chemical Co** is the new trading title of Walter Gregory, the farm-sales division of Upjohn Ltd, Crawley, Sussex.



A party of Ghanaian pharmacists, studying at hospitals in Britain, recently visited Glaxo Laboratories, Greenford, where they toured the pharmacy and analytical laboratories. They are seen here in the analytical department with deputy head Mr W. H. Thompson. The pharmacists' training in hospital practice in the UK was arranged by the Department of Health and Social Security.



**NOW AVAILABLE IN  
2 LITRE DISPENSING PACKS Both Strengths**



## make him cough up

Even the meanest of bronchial conditions "give" with LINCTIFIED EXPECTORANT; the formula which really assists and maintains free mucus flow. LINCTIFIED EXPECTORANT loosens thick tenacious sputum, decreases mucosal congestion and controls irritating, unproductive cough.

LINCTIFIED EXPECTORANT\* contains guaiifenesin, pseudoephedrine, triprolidine and codeine in a balanced formulation. Full information is available on request.

\*Trade Mark.

Burroughs Wellcome & Co.  
(The Wellcome Foundation Ltd) Berkhamsted, Herts.

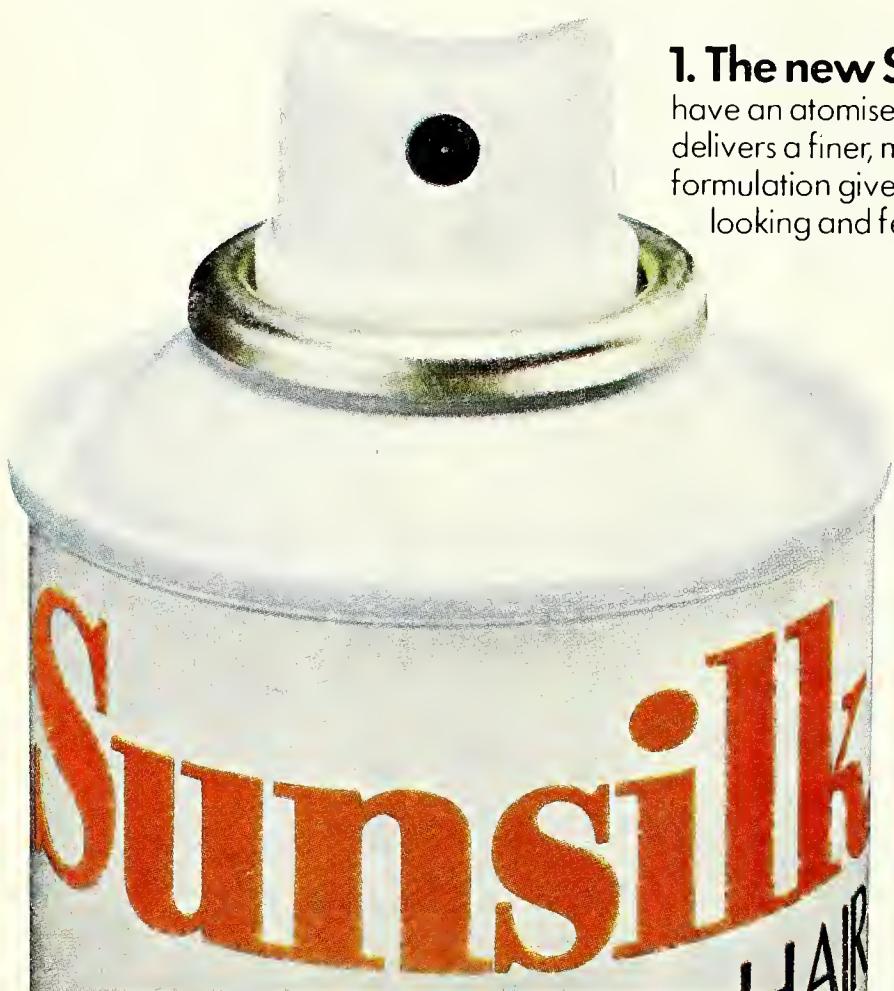


# LINCTIFIED EXPECTORANT

## LINCTIFIED EXPECTORANT PAEDIATRIC

# The Brand Leader is

At the moment, women buy more Sunsilk than any other brand in the hair-care market. Sunsilk is now being relaunched. Here are some of the things that are going to make it an even bigger brand leader:



## 1. The new Sunsilk Hair Sprays

have an atomiser spray button which delivers a finer, more even spray. The new formulation gives a better hold, leaving hair looking and feeling even more natural.

2. This flash appears on all the new Sunsilk Hair Spray cans, immediately telling your customers about the new atomiser button.



3. This is the amount we're spending to relaunch the new Hair Sprays and Shampoos:

£1,706,000

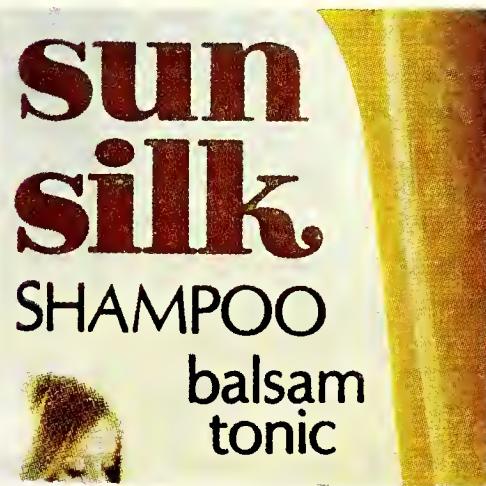
# about to increase its lead.



**4. The new Sunsilk Shampoos**  
come in an elegant unbreakable plastic bottle.  
Which will break all sales records.



**5. The new Sunsilk Shampoos are so**  
full of natural richness that they pour  
very slowly. But sell very quickly.



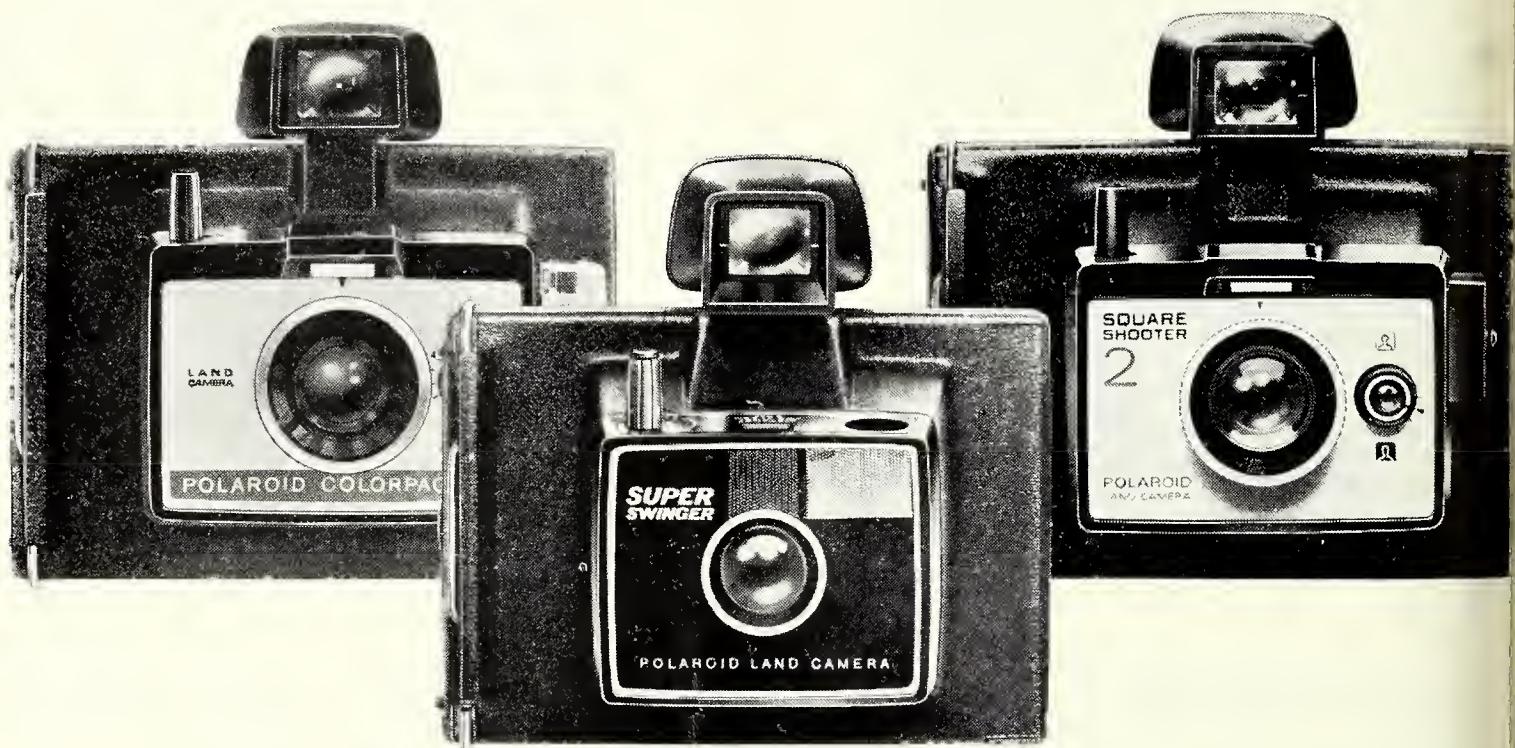
**6. There is a new variant in the**  
Shampoo range: Sunsilk Balsam Tonic  
Shampoo, made with natural  
woodland balsam and essences of  
birch and willow. It will bring dull,  
lifeless hair back to shining beauty.



Elida Gibbs Ltd  
The Brand Builders

# Why wait?

## Polaroid Cameras develop pictures and Christmas business instantly



Recommended retail prices:

Super Swinger £7.30 Square Shooter 2 £13.30 Colorpack 80 £16.95.

Also available in Gift Set packs: Super Swinger £8.95 & Square Shooter 2 £15.95.

There's over 140 spots on network television supported by colour ads in the national press, so as we say, why wait?

Contact your *Vestrict* branch or representative now.



# Vestrict Ltd

# People

# Topical reflections

BY XRAYSER

## Packaging

**Dr George H. Hitchings**, vice-president in charge of research for Burroughs Wellcome & Co, North Carolina, USA, has been awarded this year's Cameron Prize in Practical Therapeutics by Edinburgh University.

Dr Hitchings receives the prize in "recognition of his outstanding contributions to the treatment of diseases by the development of anti-metabolic drugs with a wide variety of applications in the treatment of infection and malignancy and immune response."

### Deaths

**Erasmus: On October 18, Mr John William Erasmus, MPSI, 11 Milton Crescent, Edinburgh 15. Mr Erasmus qualified in 1920.**

**Klein: On September 30, Mr A. J. (Jack) Klein, for many years chairman and managing director of Max Factor Ltd, aged 71. Jack Klein was appointed managing director when the company commenced operations in the UK in 1935. He remained managing director until 1966 when he was appointed chairman. Mr Klein retired from the company early in 1970, remaining on the board of directors.**

**McCarthy: On October 16, Mr Michael Joseph McCarthy, MPSI, Church Street, Ennistymon, Co Clare. Qualifying in 1927 Mr McCarthy conducted his own pharmacy Ennistymon for over 40 years.**

**Phillips: On October 12, Montague Alexander Phillips, DSc, FRIC, MChemE. Dr Phillips who contributed several articles to *Chemist & Druggist* over the years was principal of Dr M. A. Phillips & Associates, consulting chemists, Romford, Essex.**

Earlier while working with May & Baker Ltd he was closely connected with the discovery of sulphapyridine (M&B693). He also discovered a fluoro acetamide series of stemic insecticides.

**Power: Suddenly on October 11, Mr Maurice Michael Power, MPSI, 18 Dunluce Road, Clantarf. Mr Power qualified in 1959 and managed a number of pharmacies in Dublin and at the time of his death was in charge of Dolans' Pharmacy, North Side Shopping Centre, Dublin.**

**Shaw: On October 11, Mr Lewis Henry Shaw, MPSI, 100 Falcondale Road, Westbury-on-Trym, Bristol. Mr Shaw qualified in 1927. He joined Hodders Ltd in September 1945 as assistant to the managing director, was appointed director in 1953, managing director in 1961 and chairman in 1967. Mr Shaw retired in 1969.**

THE points raised by Mr C. T. Cresswell (Letters, p. 614) in regard to strip packaging seem to lend considerable support to the occasional imprecations I indulge in in the pharmacy. I, also, have expressed myself strongly in the matter from time to time, except that the reaction has been one of spontaneous combustion and not a cool, detached "more in sorrow than in anger" appraisal such as that admirably expressed by your correspondent.

Mr Cresswell alludes to the accommodation question, for some of the new packs cover at least twice the area of their more modest predecessors and, like modern buildings, tend to accept the principle of "high rise". With what is described as unit packaging, the problem of an outer of some kind to carry a label becomes one of increasing frustration and difficulty. And many of the public are quite unfamiliar with the bubble-pack—I have been asked to demonstrate (a task I have undertaken with varying degrees of success), on occasion producing a shattered tablet.

Even apart from the strip packaging, there are other minor matters which have probably, in an unguarded moment, caused even Mr Cresswell to express himself, in the seclusion of his dispensing department, with something warmer than the clinical detachment he brings to his task when writing letters to the editor. One such is the replacement of a clear and functional label, easily read, with a gaudy production of many bright colours, quite unrecognisable at a glance as the product we have known for many years. I have no doubt the design department has to justify itself, but the dispensing products to which I refer are not competing to catch the eye of the public to provoke impulse-buying. Their message should be simple and clear so that all who run may read. Then, if I may return to an old theme, comes the difficulty of gaining access to containers.

## Breaking and entering

There is the bottle cap, attached to a metal ring. In theory, all one has to do is to give a smart twist, and the cap comes off in one's hand and leaves the collar round the neck of the bottle. In practice, after prolonged struggle, the collar and the cap revolve together and recourse is had to the tool-box so that entry may be effected. And of course there is the plastic container with a tab to pull—a tab which sometimes behaves perversely by allowing itself to be detached without its collar coming away, and another engineering task is on our hands. Such are only a few of the minor irritations to add to the list provided by Mr Cresswell, with whose well-expressed views I am in complete agreement.

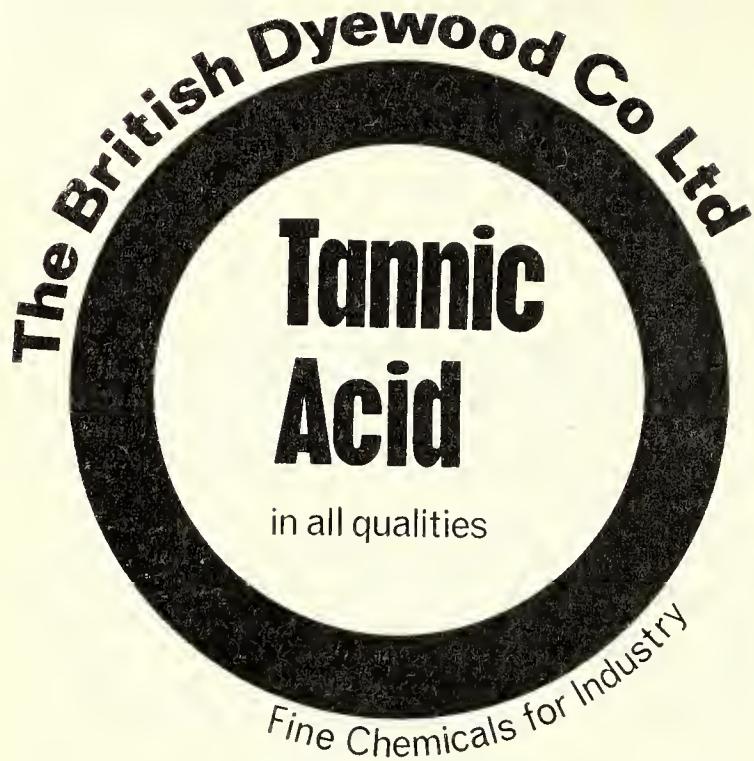
But before leaving the dispensing department there is one other matter to which I would refer. I have previously grumbled—I think that is the right word—about the antibiotic syrups which have, in the manner of war-time dried eggs, to be reconstituted before being sent out. Sometimes directions as to the quantity of water to be used appear on the carton, sometimes on the label itself, and with one notable exception, the details have to be searched for.

One, which all practising pharmacists will recognise, calls for the addition of 57 ml of water, and I have posed the question of a formulation requiring that quantity of water. But the latest product of the kind directs that 59 ml of water be added. Was it quite impossible, when formulating the product, so to have arranged matters that an easily measured 60 ml would have produced the desired result? I should welcome the comments of the firm concerned.

## Appointments

Unichem Ltd have appointed three more representatives. They are Messrs Keith Barker (part of South-east London and Kent area), George Williams (Birmingham district, Staffordshire and Worcestershire) and Colin Smith (Sussex and Hampshire)

**Smith Kline & French Laboratories Ltd: Mr John Groom (34) is to succeed Dr Edward Paget MD, as managing director of the company and as director, pharmaceuticals UK and Eire effective from November 1.**



**The British Dyewood Company Ltd**

Head Office, 19 St. Vincent Place, Glasgow G1 2EA  
 Tel: 041-221 4425  
 10 Victoria Street, Liverpool L2 6RB  
 Tel: 051-236 5272

**How many tablets  
will you count this winter?**

*Thousands and Thousands!*

**Why not let the KL7 dispenser  
count them for you?**

FAST and ACCURATE, the KL7 can handle 1,000 tablets each minute. You just press the start button and feed them in. 16 electronically controlled heads do the rest. Clear electronic numerals give the final count.

Your tablets fall into a specially designed scoop—and you've saved yourself valuable time to spend on more important tasks. *Time that begins to add up over a whole winter.*

Backed by NPU recommendations, the KL7 is already a success in Pharmacies, Hospitals and dispensing Surgeries all over the U.K. and abroad.

Available for CASH, HP, or LEASE at around £1.37 per week (reducing to 10p per week later).

*For further details WITHOUT OBLIGATION, just fill in the coupon.*



**Kirby Lester** Please arrange a demonstration of the 

NAME.....

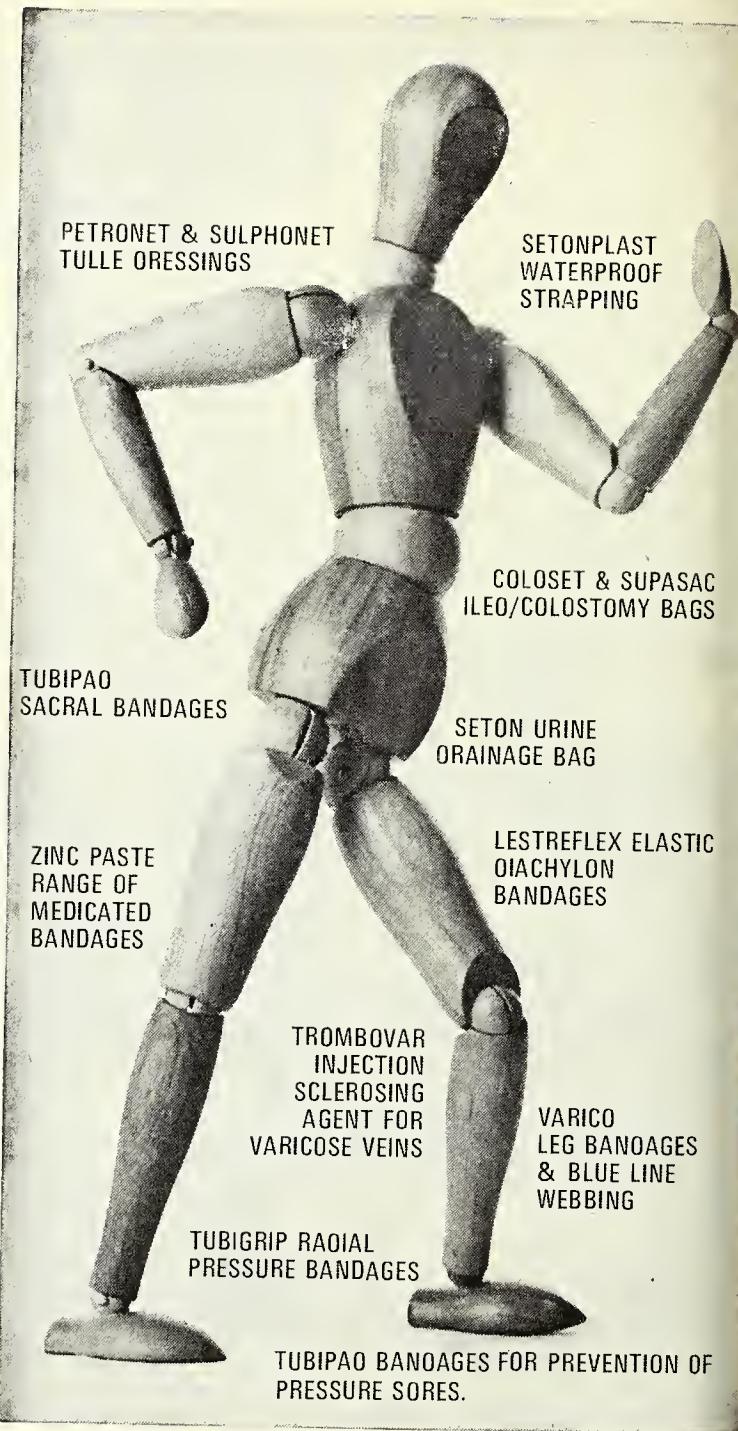
ADDRESS.....

TELEPHONE..... HALF DAY CLOSING.....

SIGNATURE.....

CD A1

To: Kirby Lester Electronics Ltd., Osborne Industrial Trading Estate, Waddington Street, Oldham, Lancs. Tel: 061-624 0044.



**Seton  
have the subject  
well covered . . .**

... by a wide range of Surgical Dressings and appliances. They are now being regularly prescribed by General Practitioners, and can be obtained through any Wholesale Chemist.

Trade Price Lists and further information regarding these and other products will be supplied upon request.

**B-J BATEMAN-JACKSON**

Distributors of Seton Specialised Surgical Dressings and Appliances.

Tubiton House, Medlock St., Oldham, Lancashire, England.  
 Telephone: 061-652 2222 (5 lines) Telegrams 'Tubiton' Oldham.

a member of the  
**Seton** Group

# New products and packs

## Cosmetics and toiletries

### Double duty colour pots

Double-decker pots from Almay are screw-together tubs with a mirror on top, each containing a pearl and gloss version of a single shade for the lips and eyelids. Colour n'Gleam Double-decker lip pots (£0.90) are available in six shades: Coffee Bean n'Gleamer, Baked Plum n'Gleamer, Cinnamon Toast n'Gleamer, Red Berry n'Gleamer, Pink Heather n'Gleamer and Bright Mango n'Gleamer. Shadow n'Gloss Double-decker eye pots (£0.90) also come in six colours: Flowering Plum n'Gloss, Brown Rice n'Gloss, Blue Bamboo n'Gloss and Turquoise Silk n'Gloss. Almay Cosmetics, 9a New Bond Street, London W1.

### New Leichner shades

Leichner have added two shades to their reseepaint range of Form C standard ticks (£0.27). They are No. 3 Mid Pink, a flesh-toned pink which Leichner recommend for making porcelain-like complexions of the pink and white period; and No. 4 Mid Peach, a little lighter than the discontinued No. 53 Peach Special, and therefore suitable for creating the peaches and cream complexion of a natural blonde, brown or redhead (Leichner, 13 New Bond Street, London W1Y 9PF).

### Oil for home massage

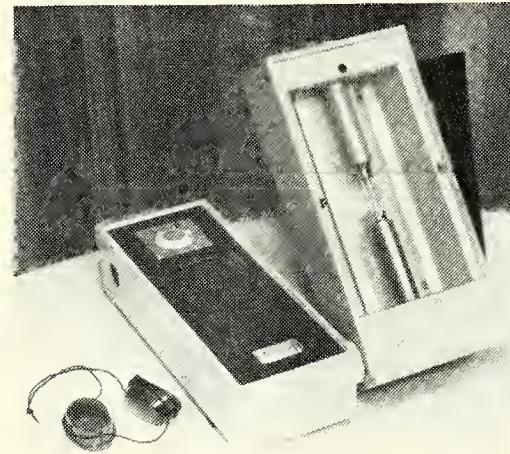
A light-textured oil originally developed for use during facial massage by professional beauticians is now available from Dorothy Gray called Salon Formula (£0.82). Once the oil is absorbed, say the company, it will smooth, soften and prevent any "dragging" of the skin while massaging. Each bottle contains enough for at least one month's course of treatments. Salon Formula will be available at the beginning of December (Gray Products Ltd, 2 Marshall Road, Hampden Park, Eastbourne, Sussex).

### Men's toiletries

The Aramis collection for Christmas consists of nine gift sets including the Aramis decanter, a 12oz decanter filled with Cologne (£7.50) the Vanguard (£5.20) with 2oz cool spray talc and 2oz each of Cologne and aftershave, the Ensign with 2oz of Cologne bound in brown velour (£1.90) and the Emissary (£5.70) with 4oz of Cologne and 4oz of aftershave (Aramis 1 Grosvenor Street, Mayfair, London W1X 0BH).

### Presents from Azuree

Azuree Christmas gifts from Estee Lauder include the Sunshine Necklace (£6.00) which is an amulet filled with Azuree solid perfume on a golden chain; Azuree



Apothecaries (£7.50) green glass jars containing Azuree bath preparations; the Boutique Ceramic (£7.50) an elegant decanter holding European mineral bath salts and the Azuree Fragrance Finale (£6.00) consisting of 3oz of Silken dusting powder and the Parfum Boutique spray (Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1).

### Anti-perspirant choice

Mitchum-Thayer have launched a perfumed anti-perspirant liquid (£2.12). This is also being introduced in a trial size of 14cc (£1.25) as well as the 28g size. Other new products are an anti-perspirant cream (£1.25) being produced in a trial size, 22g, and "T" Breath Freshener (£0.46) (Mitchum-Thayer International, Sunley House, Croydon CR9 2DB).

### Electrical

#### Sunbeam health lamp

Sunbeam have introduced a dual-purpose health lamp (£16.95) for sun-tanning and for infra-red treatment. It is a compact unit which comes with a timer, goggles, a wall bracket and 15ft cord (Sunbeam Electric Ltd, Nerston, East Kilbride, Glasgow).

## Prescription specialities

### SIMECO tablets

Manufacturer John Wyeth & Brother Ltd, Taplow, Maidenhead, Berks

Description Green, spearmint flavoured tablets each containing  $\text{Al(OH)}_3$  375mg, as a 750mg aluminium hydroxide/sucrose mixture, and activated polydimethyl siloxane 250mg

Indications Relief of hyperacidity and

flatulence associated with peptic ulceration and dyspepsia

Contraindication Hypophosphataemia

Dosage five or six tablets daily, between meals and on retiring

Notes Aluminium hydroxide may form a complex with tetracyclines and reduce absorption

Side effects Constipation may develop in some patients

Pack Box of 100 (10 rolls of 10) (£1.75 trade & PT)

Issued October 30, 1972

### VELOSEF capsules

Manufacturer E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex

Description Orange/blue capsules each containing cephadrine 250mg and blue capsules each containing cephadrine 500mg

Indications Treatment of infections of the urinary, respiratory and gastrointestinal tracts and of the skin and soft tissues

Contraindications Known hypersensitivity to the cephalosporins

Dosage Adults: (urinary tract infections) 500mg four times a day, severe or chronic infections may require larger doses (respiratory tract infections); 250mg four times daily and (gastrointestinal tract infections) 500mg three or four times daily

Precautions Should be used with caution in patients with known hypersensitivity to penicillin because of evidence of partial cross-allergenicity between the penicillins and cephalosporins. Care should be exercised in patients with renal impairment

Side effects Usually gastro-intestinal and mild in nature. Skin reactions have occasionally been reported

Storage In a cool place

Packs Of 20, 250mg (£2.81 trade) and 500mg (£5.53) and 100, 250mg (£13.50) and 500mg (£26.65)

Supply restrictions TSA

Issued October 30, 1972

### VELOSEF syrup

Manufacturer E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex

Description Powder for reconstitution. Prepared syrup. Containing cephadrine 125mg/5ml orange with an aromatic fruity flavour, and syrup containing 250mg/5ml wine red with a fruity flavour

Indications, etc As for Velosef capsules

Dosage Children: 25-50mg/kg/day given in four divided doses. For severe or chronic infections the dosage may be doubled but the maximum dose should not exceed 4g/day

Notes The syrup is reconstituted with 65ml of water

Shelf life Discard unused syrup after 14 days if stored in refrigerator (5°C) or 7 days at room temperature

Dispensing diluent Syrup BP

Packs Bottles of 100ml, 125mg/5ml (£1.40 trade) and 250mg/5ml (£2.81)

Supply restrictions TSA

Issued October 30, 1972

### Correction

Cox-Continental Ltd's new speciality is known, as Kloref-S and not as stated last week. Kloref-S granules, packed in sachets, contain betaine hydrochloride 2.07g, potassium bicarbonate 1.35g and potassium chloride 0.5g—equivalent to potassium chloride 1.5g.

# Trade News

## Diluting Dorbanex

Riker Laboratories, Morley Street, Loughborough, Leics, wish to draw pharmacists' attention to the fact that Dorbanex Forte should not be diluted to meet prescriptions for Dorbanex. This is because the ratio of dihydroxyanthraquinone to poloxalkol in the Forte product is 3:40 (75 mg dihydroxyanthraquinone and 1,000 mg poloxalkol per 5 ml dose) whereas in Dorbanex the ratio is 1:8 (25 mg dihydroxyanthraquinone and 200 mg poloxalkol per 5 ml dose).

In circumstances when it is necessary to dilute Dorbanex to provide a 5 ml dose (eg dosage for children), syrup BP or tragacanth mucilage BP should be used.

## New size Libresse

An economy size pack holding 20 Libresse sanitary towels has been introduced by Sancella, Harpenden, Herts, with the same dimensions as the 12-towel pack. Design follows the green leaf theme with a pillow-case top and is flashed new economy size.

## Simplified occult blood test

Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts, have introduced Hemoccult, a test supplied in kit form for hygienic detection of faecal occult blood. Hemoccult is a guaiac-based test, engineered, the company states, for maximum ease of handling. The kit consists of 100 impregnated paper slides with sealable flaps, one of which is opened to receive the smear taken by the physician, nurse or

patient. The slide is then re-sealed and sent to the laboratory. Application of the developer to the reverse side reveals the presence of occult blood within 30 seconds. The kit provides all necessary spatulae and developing solution for processing the 100 slides.

## Norinyl 'continuous dosage'

From November 1 Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks, are marketing a "continuous dosage" form of Norinyl-1 called Norinyl-1/28 (£0.31 trade). The additional tablets in the pack are orange.

The company also announce that the Norinyl-1 multipack (6's) will be discontinued and Norinyl-1 will only be available in outers of 20 wallets.

## Bonus offers

Beecham Toiletries, Beecham House, Brentford, Middlesex. Silvikrin conditioning rinse. 13 bottles for the price of 12.

Mitchum-Thayer, Sunley House, Croydon CR9 2DB. Mitchum "T" Breath Freshner. Introductory bonus of 16 to the dozen.



there are six boxes in assorted fragrances 2 each in Oeillet, 2 in Bois de Santal and 2 in Rose Thé. The sides of the display unit carry the slogan "pour le week-end le voyage, pour vos invités". (Roger & Gallet, 16 Lettice Street, London SW6).

## Babettes money-off coupons

Support for Babettes disposable nappies includes full-colour page advertisement in women's journals and in specialis mother and baby press from November. And almost 2 million coupons, worth 4p off each Babettes purchase, are being given away in *Woman* during November (Bowater Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1).

## Consumer offers

- Kirbigrip hair grips have been carded with 120 grips to each card but will be sold at the recommended price for 90 (£0.15) (Newey Goodman Ltd, Robin Hood Lane, Hall Green, Birmingham 28).
- Silvikrin conditioning hair rinse is carrying a 4p off reduction on bottles and a "buy one, get one free" offer on sachet size during the introductory period (Beecham Toiletries Division, Beecham House, Brentford, Middlesex).

# Promotions

## Children's foam bath

Children's foam bath, a recent addition to the Camberwick Green range by Wright Latman & Umney Ltd is being advertised in *Woman*, *Womans Story*, *True Magazine*, *True Story*, *True Romantics*, *Pippin*, *Play Land* and *TV Comic* up until December 31. The foam bath is packed in plastics tubes which allows children to collect them after the contents have been used and initially there are two characters—Dr Mopp and Sgt Major Grout. The price of each is £0.24 (Wright Layman & Umney Ltd, Sanitas House, Stockwell Green, London, SW9 9JJ).

## Personal care advertising

Remington have booked their personal care advertising programme to run from November 13 to the pre-Christmas week. The advertisements major on the Remington Hairstyler and the Hot Comb for men. A total of seven advertisements will appear in the *Daily Express*, *Daily Mirror*, *Daily Mail*, *The Sun*, *Sunday Mirror* and *Sunday People* as well as Christmas gift advertisements in women's journals which include *Woman*, *Living*, *Readers Digest* and *Woman's Realm* (Remington, Sperry Rand, Apex Tower, 7 High Street, New Malden, Surrey KT3 4DL).

## Fiesta on television

A £90,000 national television campaign on Fiesta kitchen towels commences October 30. Consisting of 30-second and 15-second spots, the campaign will run for six weeks (Bowater Scott Corporation Ltd, Bowater House, Knightsbridge, London SW1X 7LR).

## Guest soaps display unit

A new counter display unit from Roger & Gallet holds 12 boxes of their guest soaps which come six to a box. In each unit

# on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Askit powders:** Sc, G

**Beechams powders:** All except E

**Close-up:** All areas

**Fiesta kitchen towels:** All except E, U

**Lux soap:** All except E

**Macleans toothpaste:** All except E

**Phensic:** M, Lc, WW, So

**Radox:** All except E

**Rennies:** All except U, E

**Signal:** Ln, M, WW, So, A, We, CI

**Silvikrin conditioning rinses:** All areas

**Sunsilk hairspray:** All areas

**Sunsilk shampoo:** All areas

**Tegrin medicated shampoo:** So

**Tom Caxton:** Lc

**Venos cough mixture:** All except E

**Vosene:** All areas

**Viking Brews:** M, We



Counter display pack for C-film the new "his and hers" contraceptive introduced this week by Potter and Clark Ltd, 9 Wellesley Road, Croydon. C-film is sold in packs of ten at £0.65. The full story is on p628

# NEW SILVIKRIN CONDITIONING RINSE.



## A Star is born.

October 15th, 1972. A star is born on television. New Silvikrin Conditioning Rinse.

We've tested the product. We've tested the pack. We've done our homework. We know Silvikrin Conditioning Rinse will sell.

So we're mounting a national TV campaign straight away with 30 second colour spots. And we'll also talk to your high-spending younger customers on Radio Luxembourg.

To make doubly sure of success we're starting off with a 4p reduction on bottles and a "buy-one-get-one-free" offer on sachets in the introductory period.

Your bonus comes in the shape of a launch offer of 13 bottles for the price of 12. Plus the huge profits assured by a long and successful run.

Silvikrin Conditioning Rinse. A brand new addition to the all star Silvikrin cast.

# Mothers prefer new Babettes nappies and

## The System

New Babettes nappies have an extra absorbent filling inside a satin-soft cover. But that's only part of the story: New Babettes pants have soft foam inserts round the leg—not harsh elastic—to minimise leakage and help prevent chafing.

A unique nappy and pant combination designed to keep baby more comfortable longer.

## A brand leader in test

Already in a test area New Babettes have expanded the total market by 20%. And seized a 46% share, to make them clear brand leader. Now Babettes are available nationally, just think what they'll do for you.

## Largest advertising support ever for a disposable nappy!

From November full colour whole page advertisements, in the leading women's magazines, and specialist mother and baby press. In fact 1½ times as much as the competition combined spent last year.

## Promotions and display material too!

Almost 2 million coupons worth 4p off Babettes in Woman in November. Free samples available to 80% of new mothers. Plus colourful free display material.

New Babettes mean extra sales and profit for you.



# NEW Babettes

from Bowater Scott

# Chemist & Druggist



# **DENTIFIX**

## Complete denture repair kit.

# Price Service

Guide prices are given per unit unless otherwise stated. Bold upright figures **14**) in the retail column indicate the price is subject to resale price maintenance. Italic figures (*0·14*) is manufacturer's recommended price. Upright (0·14) is a suggested guide. *a*=Price advanced, *r*=Price reduced, *n*=New entry, *d*=Delete, *c*=Correction, *i*=Insert.

# **Cumulative amendments to September Quarterly Price List**

### 3 simple rules for rapid price checking.

**1.** First look under 'This week's changes.' If the price is not listed... **2.** Check the cumulative section. If the price is not listed... **3.** Refer to the last main price list. The price is still correct.



# CONTRACTING CAPACITY AVAILABLE

We are growing and so is our ability to produce—let us get together on your production problems.

**HALAS LABORATORIES LIMITED**

**Thorp Arch Trading Estate, Wetherby, Yorkshire (Boston Spa 842695)**

*Research, development and manufacture for the pharmaceutical, cosmetic and confectionery industry*





	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
CARBRITAL (938 PD)											
Kapsseals	25	0.25	..	..	0.38	†\$1s4A					
	250	1.65	..	..	2.48	†\$1s4A					
CARDIAZOL (86 Barclay)											
ampoules 1.1 ml 10% 5 pack of 6	0.31	..	..	..	0.41	d					
CARDINELLI (226 CBP)											
bath foam	100 cc	3.36dz	0.84dz	0.49							
	150 cc	3.96dz	0.99dz	0.60							
oil	20 cc	1.10dz	0.275dz	0.16							
	100 cc	4.00dz	1.00dz	0.58							
	150 cc	5.50dz	1.375dz	0.80							
make up brushes style 1	2.06dz	0.515dz	0.30								
	2, 3, 4	1.37dz	0.3425dz	0.20							
	5, 6	1.03dz	0.2575dz	0.15							
CASTELLAN No. 10 (1075 R)				..	d						
CASTELLAN No. 10 (78 AS & CO)				i							
bronchial pastilles	56 g	1.00dz	0.25dz	0.15							
children's syrup	117 ml	1.44dz	0.36dz	0.21	†DD1						
	58 ml			d							
cough mixture	117 ml	1.56dz	0.39dz	0.23	†DD1						
	234 ml	2.60dz	0.65dz	0.38	†DD1						
CASUAL (1242 Toni)											
hair colourant		3.79dz	0.90dz	0.52	‡						
hair lightener		3.79dz	0.90dz	0.52	‡						
CELLOSENE (1073 Robinson)											
cellulose wadding	16 oz	0.195									
CERTOR (786 Macdonald)				:							
bandage crepe B.P.C.											
5cm x 4.5m	1.68dz	..	..	0.20							
6.25cm x 4.5m	1.80dz	..	..	0.20							
7.5cm x 4.5m	2.40dz	..	..	0.27							
10cm x 4.5m	3.12dz	..	..	0.35							
15cm x 4.5m	4.44dz	..	..	0.49							
bandage w.o.w. B.P.C.											
2.5cm x 5m	0.37dz	..	..	0.05							
5cm x 5m	0.60dz	..	..	0.07							
7.5cm x 5m	0.86dz	..	..	0.09							
10cm x 5m	1.09dz	..	..	0.13							
15cm x 5m	1.30dz	..	..	0.11							
unwrapped											
2.5cm x 5m	0.23dz										
5cm x 5m	0.45dz										
7.5cm x 5m	0.66dz										
10cm x 5m	0.88dz										
15cm x 5m	1.33dz										
bandage triangular unbleached					1.44dz						
cotton wool B.P.C.											
25 g	0.51dz	..	..	0.07							
50 g	0.84dz	..	..	0.11							
100 g	1.44dz	..	..	0.16							
500 g	6.12dz	..	..	0.69							
hospital	25 g	0.48dz	..	..	0.05						
	50 g	0.72dz	..	..	0.08						
	100 g	1.20dz	..	..	0.15						
	500 g	4.80dz	..	..	0.53						
gauze plain B.P.C.											
1 m	0.98dz	..	..	0.13							
3 m	2.16dz	..	..	0.25							
5 m	3.24dz	..	..	0.36							
10 m	6.48dz	..	..	0.72							
rolls	25 m	1.00									
	90cm x 5 m	1.96									
	100 m	3.32									
gauze ribbon											
non-sterilised											
1.25cm x 5m	0.62dz										
1.25cm x 10m	0.75dz										
sterilised											
1.25cm x 5m	0.84dz										
1.25cm x 10m	1.20dz										
2.5cm x 5m	0.84dz										
2.5cm x 10m	1.32dz										
gauze swabs B.P.C.											
7.5cm x 7.5cm x 5	0.53dz										
7.5cm x 7.5cm x 100				0.40							
	10cm x 10cm x 100										
lint plain B.P.C.											
25 g	0.80dz	..	..	0.10							
50 g	1.32dz	..	..	0.17							
100 g	2.76dz	..	..	0.31							
500 g	11.64dz	..	..	1.30							
boric	25 g	0.84dz	..	..	0.11						
	50 g	1.44dz	..	..	0.16						
	100 g	2.76dz	..	..	0.31						
	500 g	12.36dz	..	..	1.34						
multiple pk dressing											
No 1	3.24dz	..	..	0.37							
No 2	6.36dz	..	..	0.69							
sterilised dressing pack					1.20dz						
CESTRA (1073 Robinson)											
face masks standard	17,375 (1 gross)										
CETADOL (1091 Rybar)											
entire entry					d						
CHEB'S (473 FJ)											
bruise eraser					d						
CHEB'S (473 FJ)											
bruise eraser	2.72dz	0.68dz	0.40								
CARBRITAL (938 PD)											
Kapsseals	25	0.25	..	..	0.38	†\$1s4A					
	250	1.65	..	..	2.48	†\$1s4A					
CARDIAZOL (86 Barclay)											
ampoules 1.1 ml 10% 5 pack of 6	0.31	..	..	..	0.41	d					
CARDINELLI (226 CBP)											
bath foam	100 cc	3.36dz	0.84dz	0.49							
	150 cc	3.96dz	0.99dz	0.60							
oil	20 cc	1.10dz	0.275dz	0.16							
	100 cc	4.00dz	1.00dz	0.58							
	150 cc	5.50dz	1.375dz	0.80							
make up brushes style 1	2.06dz	0.515dz	0.30								
	2, 3, 4	1.37dz	0.3425dz	0.20							
	5, 6	1.03dz	0.2575dz	0.15							
CASTELLAN No. 10 (1075 R)					d						
CASTELLAN No. 10 (78 AS & CO)				i							
bronchial pastilles	56 g	1.00dz	0.25dz	0.15							
children's syrup	117 ml	1.44dz	0.36dz	0.21	†DD1						
	58 ml			d							
cough mixture	117 ml	1.56dz	0.39dz	0.23	†DD1						
	234 ml	2.60dz	0.65dz	0.38	†DD1						
CASUAL (1242 Toni)											
hair colourant		3.79dz	0.90dz	0.52	‡						
hair lightener		3.79dz	0.90dz	0.52	‡						
CELLOSENE (1073 Robinson)											
cellulose wadding	16 oz	0.195									
CERTOR (786 Macdonald)											
bandage crepe B.P.C.											
5cm x 4.5m	1.68dz	..	..	0.20							
6.25cm x 4.5m	1.80dz	..	..	0.20							
7.5cm x 4.5m	2.40dz	..	..	0.27							
10cm x 4.5m	3.12dz	..	..	0.35							
15cm x 4.5m	4.44dz	..	..	0.49							
bandage w.o.w. B.P.C.											
2.5cm x 5m	0.37dz	..	..	0.05							
5cm x 5m	0.60dz	..	..	0.07							
7.5cm x 5m	0.86dz	..	..	0.09							
10cm x 5m	1.09dz	..	..	0.13							
15cm x 5m	1.30dz	..	..	0.11							
unwrapped											
2.5cm x 5m	0.23dz										
5cm x 5m	0.45dz										
7.5cm x 5m	0.66dz										
10cm x 5m	0.88dz										
15cm x 5m	1.33dz										
bandage triangular unbleached					1.44dz						
cotton wool B.P.C.											
25 g	0.51dz	..	..	0.07							
50 g											

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
bandage B.P.C.				red flannelette				DEBS (1073 Robinson)			
2 in	1.26dz	..	..	7½ x 5 in	0.99dz	..	..	cotton wool balls			
2½ in	1.58dz	..	..	11 in x 7 in	1.99dz	..	..	coloured	50	0.72dz	..
3 in	1.80dz	..	..	rigid zinc oxide plaster				100	1.28dz	..	0.16
3½ in	2.10dz	..	..	½ in x 1 yd	0.39dz	..	..	DECKERS (923 OG)			
4 in	2.42dz	..	..	1 in x 1 yd	0.53dz	..	..	bay rum			d
5 in	2.94dz	..	..	½ in x 3½ yd	0.90dz	..	..	DELTACORTTRIL (969 Pfizer)			
6 in	3.57dz	..	..	1 in x 3½ yd	1.25dz	..	..	intramuscular/intra-articular			
ette bandage B.P.C.				½ in x 5 yd	1.18dz	..	..	injection 25 mg/1 ml			
in x 6 yd				1 in x 5 yd	1.72dz	..	..	5 ml	1.35		
in x 6 yd				2 in x 5 yd	2.90dz	..	..	tablets 1 mg	100	0.29	TS
in x 6 yd				3 in x 5 yd	3.95dz	..	..	5 mg	100	0.94	TS
ings pack sterile				½ in x 10 yd	1.67dz	..	..	500	4.20		TS
aid cream				1 in x 10 yd	2.61dz	..	..	enteric-coated			
aid outifts				2 in x 10 yd	4.17dz	..	..	2.5 mg	100	0.66	TS
ctory No.1				3 in x 10 yd	5.89dz	..	..	500	2.88		TS
A135W	3.60	..	..	standard dressing	No.2	1.68dz	..	DENTINOX (366 Dendron)			
A135J	2.90	..	..		No.3	0.35dz	..	gel	1.80dz	0.43dz	0.25
A135M	2.00	..	..		No.4	0.49dz	..	liquid	1.73dz	0.41dz	0.24
A135R	1.85	..	..		No.7	0.32dz	..	DEPIXOL (779 Lundbeck)			
No.2 A136W	4.85	..	..		No.8	0.54dz	..	(distributors 1556 Farillon)			
A136M	4.40	..	..		No.9	0.85dz	..	ampoules 20 mg/1 ml			
A136R	3.30	..	..		No.10	0.35dz	..	10	8.00		ts4B
No.3 A137W	6.70	..	..		No.11	0.57dz	..	40 mg/2 ml			ts4B
A137M	7.00	..	..		No.12	0.89dz	..	10	12.50		ts4B
A137R	5.20	..	..		No.13	0.69dz	..	DEPOSTAT (1479 SCL)			
ms outfit A	A20	1.04	..		No.14	0.92dz	..	syringe pack	2m x 5	5.56	
A20R	0.96	..	..		No.15	1.36dz	..	20	21.02	..	8.34
outfit B	A21	1.55	..		No.16	0.64dz	..				ts4B
A21R	1.40	..	..		triangular bandages			DEPOSTAT (1479 SCL)			
general purpose	A162	0.30	..		36 in sides	1.42dz	..	syringe pack	2m x 5	5.56	
A159	1.08	..	..		38 in sides	1.55dz	..	20	21.02	..	8.34
A158	1.84	..	..		white wool felt						ts4B
ndy pack	A210	0.84	0.045	1.30½	1 yd x 18 in wide			DERL (1314 Weddel)			
ice, shops & railway					semi compressed	2.25		medicated toilet soap		0.71dz	0.09dz
mises	A12	0.91	..		½ in	2.85					0.09½
	A12R	0.82	..		¾ in	3.65		DETTOOL (1037 Reckitt)			
	A13	1.80	..		soft	1.92		ointment	1 gal	16.80dz	3.832dz
	A13R	1.65	..		½ in	2.60			small	0.77dz	0.178dz
	A14	3.65	..		CVK (2 Abbott)				large	2.02dz	0.461dz
	A14R	1.65	..		capsules 125 mg 100 and 500			DETTOLIN (1037 Reckitt)			
	A15	4.28	..		CYCLAX (341 Cyclax)			B	1.29dz	0.295dz	0.17½
	A15R	3.00	..		anti-shine foundation			20 oz	5.70dz	1.316dz	0.70
	A16	5.08	..		50 cc	..		80 oz	13.74dz	3.10dz	1.60
	A16R	3.00	..		creme blusher			D'HAUSSEY (477 AF&B)			
	A17	6.28	..		eye make up			depilatory pads		0.25dz	0.0625dz
	A17R	4.50	..		creme eyeshadow						0.04
A. C.	A45	0.50	..		CYFOL (1091 Rybar)			DIABINESE (969 Pfizer)			
	A214	1.71	0.07	"	entire entry			tablets 100 mg	100	1.06	
	A212	1.61	0.07	"	CYTACON (518 Glaxo)			250 mg	100	2.33	ts4B
	A103	4.60	..		liquid	200 ml	0.21				ts4B
	A103R	3.40	..			21	1.75	DIAMOND (333 Cupal)			
	A85M	5.00	..		tablets	25	0.175	foot powder		1.62dz	..
	A151	3.36	..			250	1.24				0.18½
	A151R	2.36	..		DALZOFOAM (1127 Seton)			DIAMON-DEB (957 Perl)			
	A211	1.01	0.045	"	existing entry			foot file		10.68dz	..
bandage B.P.C.					DALZOFOAM (1127 Seton)						1.50
4 x 4 yd					(distributors 93 BJ)			DIAMOX (746 Lederle)			
4 x 4 yd					adhesive backed			sodium parenteral			
4 x 4 yd					22.5cm x 45cm thin	1.10	..	500 mg	1.88		
B.P.C.					medium	1.44	..				
1 yd					thick	1.78	..	DIETADE (840 EMF)			
3 yd					roll plain	90cm x 45cm	thin	fruit sugar		0.188	0.25
6 yd						medium	0.76				
12 yd						thick	1.10	DIGOPAK (1345 Woodward)			
swabs)						4.5m x 90cm	thin	tablets 0.25 mg	100	0.18	
ply 3 in x 3 in						medium	1.44				
5	0.50dz	..	..			thick	5.26	DIREMA (1477 Elanco)			
3 in x 3 in				0.06½				tablets (vet.) 25 mg pack of 500			
100	0.38	..	..					50 mg pack of 500			
4 in x 4 in					DANS LA NUIT (1350 Worth)						
100	0.59	..	..		eau de Cologne	57 cc	..				
ply 4 in x 4 in						114 cc	..	DIRTY PAWS (683 Kay)			
100	0.82	..	..			228 cc	..	entire entry			
ply 2 in x 2 in						½ l	..	DIRTY PAWS (1638 R & CHD)			
100	0.33	..	..			1 l	..	hand cleanser	1 gal	0.58	i
3 in x 3 in						114 cc	..				
100	0.50	..	..			228 cc	..	DISTAQUAINE FORTIFIED (1477 Elanco)			
and cotton tissue						½ l	..	(vet.) m.u. 4.0	10 vial	1.58	
C.	1 lb	0.57	..			1 l	..				
Tariff No.4						114 cc	..	pack of 1 vial			
ostomy bags	1 lb	0.49	..			228 cc	..	DISTAQUAINE-V (378 Dista)			
ed one end						½ l	..	tablets 250 mg	100		
2 x 5						1 l	..				d
3 x 5						11	..	DISTAQUAINE-V (1477 Elanco)			
2 x 4						11	..	tablets (vet.) 125 mg			
3 x 4						11	..				
ed both ends						11	..	100	0.51		0.76
2 x 5						11	..	500	2.40		TS
2 x 4						11	..	1000	4.70		7.05
3 x 5						11	..				
3 x 4						11	..	250 mg			
						11	..	100	0.92		1.38
						11	..	500	4.35		6.52
						11	..	1000	8.26		12.39
						11	..				
						11	..	100	2.75		4.13
						11	..	20 mcg pack of 100			d
						11	..	100 mcg pack of 500			d
						11	..	injection (vet.) 1000 mcg	10ml		d
						11	..	DOMESTOS (756 Lever)			
						11	..	large		2.38	
						11	..	giant		1.736dz	
						11	..	family		2.057dz	
						11	..	regular			d
						11	..	DOP (525 Golden)			
						11	..	shampoo	5 dose	1.47dz	0.37dz
						11	..	10 dose	2.46dz	0.62dz	0.35
						11	..	DOROTHY GRAY (536 GPL)			
						11	..	Glossies, nail		0.26	0.062
						11	..	Dr D's (1465 DDP)			0.45
						11	..	existing entry			d

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DR D'S (1465 DDP)											
Cue day vitamin cream	14 ml	2.10	0.525dz	0.30	ELNETT (525 Golden)				ERYTROTIL (2 Abbott)		
	28 ml	4.20dz	1.05dz	0.63	Satin aerosol	75 g	2.54dz	0.64dz	(distributors 938 PD)		
	56 ml	7.00dz	1.75dz	1.08	130 g	3.76dz	0.92dz	0.52	(vet.)		
Footease night vitamin cream	28 ml	2.32dz	0.58dz	0.35	245 g	5.36dz	1.34dz	0.76	I.M.	50 ml	3.25
	28 ml	4.20dz	1.05dz	0.63	360 g	6.98dz	1.74dz	0.99	intramammary		4.87%
	56 ml	7.00dz	1.75dz	1.08	500 g	9.12dz	2.28dz	1.29	12 syringes	1.35	2.02%
nocturne cleansing cream	113 ml	11.50dz	2.875dz	1.75	special	160 g	4.40dz	1.10dz	dry cow	12 syringes	1.85
	56 ml	2.08dz	0.52dz	0.31	ELSET (1127 Seton)				2.77%		
	113 ml	3.60dz	0.90dz	0.54	(distributors 93 BJ)				ESTOLAN (109 BCL)		
presentation hand lotion	113 ml	4.00dz	1.00dz	0.60	cotton/elastic bandage	7.5cm x 6m	2.04dz	..	Ethyl Chloride (115 Bengue)		
Rosedew toning lotion	113 ml	3.40dz	0.85dz	0.50	ELTROXIN (518 Glaxo)	tablets 0.05mg	100	0.12	general	50 ml	0.40
Serenade body lotion	113 ml	3.60dz	0.90dz	0.54	1000	1.00	..	refill	refill	0.26	0.53
Spring moisture	56 ml	4.20dz	1.05dz	0.63	0.1mg	100	0.15	100 ml	refill	0.60	0.35
	113 ml	6.60dz	1.65dz	0.98	1000	1.25	..	100 ml	refill	0.45	0.80
Zephyr toning lotion	113 ml	4.20	1.05dz	0.70	EMLAB (848 Minnesota)	brewers yeast tablets	50	1.26dz	..	100 ml	refill
DREAMLAND (1501 DA)					100	2.01dz	..	0.15	anhydrous	dp 2kg	1.43
DREAMLAND (1501 DGL)					250	3.28dz	..	0.24	dp 4kg		
DUNHILL (1377 R&A)					childrens cough mixture	125 ml	1.50dz	0.375dz	EUCERIN (1154 SNP)		
after shave lotion	2 oz	0.39	0.10	1.00	corn and wart application	5 ml	0.93	0.238	entire entry		
	4 oz	0.68	0.17	1.75	halibut liver oil capsules	100	1.35dz	..	EUPHORAMIN (1091 Rybar)		
	8 oz	1.30	0.225	2.75	iron & brewers yeast tablets	50	1.26dz	..	entire entry		
after sport Cologne	8 oz	1.56	0.39	3.50	100	2.01dz	..	EUPNINE VERNADE (1336 WJ&C)			
Cologne for men	2 oz	0.57	0.14	1.50	250	3.28dz	..	EUPNINE VERNADE (1336 WL)			
	4 oz	0.96	0.24	2.50	rubber gloves	1.46	0.164	..	..		
	8 oz	1.72	0.43	4.00	tooth tincture	5 ml	0.93	0.238	EVANSOL (436 Evans)		
deodorant aerosol		0.39	0.10	0.80	EMPIRIN (208 BW)	compound pack of 500		..	lysol	100 ml	0.65dz
hair cream		0.29	0.07	0.60	ENDOCIL (1419 Intec)	foundation cream	30 g	3.432dz	0.852dz	1.08dz	0.162dz
pre-shave lotion	2 oz	0.39	0.10	1.00	hand care	30 g	2.748dz	0.684dz	EXCEDRIN (172 BMCL)		
	4 oz	0.68	0.17	1.75	moisturising lotion	30 g	3.432dz	0.852dz	tablets	36	0.181
shaving foam aerosol		0.42	0.105	1.00	60 g	6.168dz	1.548dz	0.19	EXECUTIVE (76 Atkinson)		
shaving lather tube		0.26	0.065	0.55	tinted	30 g	3.432dz	0.852dz	after shave	98 cc	..
smokers dental cream		0.23	0.06	0.50	skin cleanser	150 cc	5.148dz	1.284dz	158 cc	..	1.15
soap (1)		0.20	0.05	0.45	skin tonic	150 cc	5.148dz	1.284dz	emulsion	158 cc	..
talc for men		0.29	0.07	0.60	treatment cream	30 g	3.432dz	0.852dz	bath foam	100 g	..
DUNLOP (396 DC)					75 g	6.852dz	1.716dz	0.90	Cologne	98 cc	..
entire entry					120 g	9.60dz	2.40dz	..	travel flask	98 cc	..
DUNLOP (396 DC)					ENTEROSAN (1627 B&D)	tablets	16	1.40dz	deodorant spray	770 cc	..
hot water bottles					48	3.75dz	0.94dz	0.20	eau de toilette	84 g	..
Cosimax		2.02	..	2.60	ENTRAMIN (971 PSMB)	entire entry		0.55	EXPIRAL (2 Abbott)		
Flag		0.48	..	0.72	ENVACAR (969 Pfizer)	tablets 10 mg	100	2.34	(distributors 938 PD)		
Symbol		0.48	..	0.72	40 mg	500	11.34	..	(vet.)	200 mg/ml	..
DUOBAN 50 (339 CG)					EPANUTIN (938 PD)	capsules 0.1 g	100	0.26	EXPLOIT (76 Atkinson)		
stretch bandage					1000	2.30	..	100 ml	bath foam	105 g	0.53
	2 in	1.18dz			0.05 g	100	0.20	..	230 g	..	..
	3 in	1.69dz			1000	1.80	..	eau de Cologne	45 cc	..	1.00
	4 in	2.20dz			1000	0.36	..	81 cc	..	..	1.80
	6 in	3.23dz			1000	3.25	..	108 cc	..	..	1.30
DURENATE (97 Bayer)					ENTRASAN (1627 B&D)	tablets	16	1.40dz	anti-perspirant spray	81 cc	..
suspension	40 ml	0.41	..	0.61	48	3.75dz	0.94dz	0.20	deodorant	100 g	..
tablets 0.5 g	8	0.26	..	0.39	ENTRAMIN (971 PSMB)	entire entry		0.55	liquid hairdressing	250	..
	100	2.64	..	3.96	ENVACAR (969 Pfizer)	tablets 10 mg	100	2.34	hair spray	2.54	..
	500	11.76	..	17.64	40 mg	500	11.34	..	FABAHISTIN (97 Bayer)		
DYLON (816 Mayborn)					EPANUTIN (938 PD)	capsules 0.1 g	100	0.26	suspension	100 ml	0.31
Miss Dylon					1000	2.30	..	tablets 0.05 g	20	..	
rain and stain repellant		2.80dz	..	0.35	0.05 g	100	0.20	250	0.21	..	
suede cleaner		2.80dz	..	0.35	1000	1.80	..	..	..	0.32	
suede dye		2.00dz	..	0.25	1000	0.36	..	..	..	..	
EAREX (188 BSH)					1000	3.25	..	..	..	3.81	
industrial ear defenders		2.50	..	3.00	ENTRASAN (1627 B&D)	tablets	16	1.40dz	FALCON (103 Beecham)		
EASIFIX (1160 Solport)					48	3.75dz	0.94dz	0.20	anti-perspirant spray		
finger stalls					ENTRAMIN (971 PSMB)	entire entry		..	deodorant		
leather	small	0.60dz	..	0.07½	ENVACAR (969 Pfizer)	tablets 10 mg	100	2.34	liquid hairdressing		
	medium	0.60dz	..	0.07½	40 mg	500	11.34	..	hair spray		
	ex. ex. large	0.76dz	..	0.10	EPANUTIN (938 PD)	capsules 0.1 g	100	0.26	FELSON (181 Felsol)		
EAU DE FRAICHEUR (Weil) (961 EGP)					1000	2.30	..	tablets			
eau de Cologne	2 oz	0.97	0.242	1.80	0.05 g	100	0.20	100 ml	(distributors 115 Bengue)		
	4 oz	1.57	0.392	2.90	1000	1.80	..	..	..		
	8 oz	2.38	0.595	4.40	1000	0.36	..	..	..		
atomiser	2 oz	1.14	0.285	2.10	1000	3.25	..	..	..		
	3½ oz	1.95	0.487	3.60	ENTRASAN (1627 B&D)	tablets	16	1.40dz	FEMME (1612 Rochas)		
foam bath	6½ oz	0.97	0.242	1.80	48	3.75dz	0.94dz	0.20	ENTRASAN (1627 B&D)		
soap	3½ oz	0.32	0.08	0.60	ENTRAMIN (971 PSMB)	entire entry		..	FEMME (1612 Rochas)		
ELASTOPLAST (1155 S&N)					ENVACAR (969 Pfizer)	tablets 10 mg	100	2.34	FEMME (1613 Rochas)		
first aid dressings					40 mg	500	11.34	..	FENNINGS (1534 Fennings)		
airstrip	7920	0.935dz	..	0.11	EPANUTIN (938 PD)	capsules 25 mg	50	0.98	cooling powders adult		
	7921	1.440dz	..	0.17	100 mg	50	1.48	..	12	0.95dz	0.22%
dispenser pack					EQUIPAGE (1525 PDP)	after shave aerospray	4 oz	3.31	1.05	12	0.24dz
	7983	0.600dz	..	0.07	gel	4 oz	..	..	36	0.21dz	0.13
stretch fabric	4120	0.935dz	..	0.11	lotion	4 oz	..	..	12	0.20dz	0.30
	4121	1.44dz	..	0.17	bi-shaving cream	4 oz	..	..	36	0.14dz	0.20
dispenser pack					deodorant aerospray	4 oz	..	..	90	0.11dz	0.06%
	4183	0.60dz	..	0.07	4 oz	..	..	..	..	..	0.06%
EESTOL (97 Bayer)					8 oz	..	..	..	..	..	0.06%
tablets	dp 30	0.62	..	0.93	16 oz	..	..	..	..	..	0.06%
	dp 150	2.84	..	4.26	32 oz	..	..	..	..	..	0.06%
ELEVEN (76 Atkinson)				TS.	atomiser	..	..	..	..	..	0.06%
bath salts	400 g	..	..	..	shaving foam	8 oz	..	..	..	..	0.06%
eau de Cologne	44.2 cc	..	..	..	soap toilet (1)	5 oz	..	..	..	..	0.06%
	92.5 cc	..	..	..	(3)	..	..	..	..	..	0.06%
atomiser	58 cc	..	..	..	2.80	..	..	..	..	..	0.06%
parfum de toilette	44 cc	..	..	..	2.10	..	..	..	..	..	0.06%
	88.5 cc	..	..	..	3.50	..	..	..	..	..	0.06%
extract		..	..	..	4.80	..	..	..	..	..	0.06%
soap (1)		..	..	..	0.55	..	..	..	..	..	0.06%
	(3)	..	..	..	1.65	..	..	..	..	..	0.06%
ELASTOPLAST (1155 S&N)					EQUIPOSE (969 Pfizer)	capsules 25 mg	50	0.98	ERROGRADUMET (2 Abbott)		
first aid dressings					100 mg	50	1.48	..	existing entry		
airstrip	7920	0.935dz	..	0.11	EQUIVERT (969 Pfizer)	tablets	100	1.57	ERROGRADUMET (2 Abbott)		
	7921	1.440dz	..	0.17	pellets (vet.)	4 oz	4.35	..	Filmtabs blister pack 30		
dispenser pack					(1½ dz)	..	..	..	32	0.32dz	0.20
	7983	0.600dz	..	0.07	EQUIZOLE (837 MSD)	tablets	100	1.57	ERROGRADUMET (2 Abbott)		
stretch fabric	4120	0.935dz	..	0.11	pellets (vet.)	4 oz	4.35	..	..		
	4121	1.44dz	..	0.17	(1½ dz)	..	..	..	..		
dispenser pack					EQUIZOLE (837 MSD)	tablets	100	1.57	ERROGRADUMET (2 Abbott)		
	4183	0.60dz	..	0.07	superficial	23.12 g	3.00	..	..		
EESTOL (97 Bayer)					standard	water soluble	improved	..	..		
tablets	dp 30	0.62	..	0.93	ERROGRADUMET (2 Abbott)	tablets	100	1.57	ERROGRADUMET (2 Abbott)		
	dp 150	2.84	..	4.26	TS.	70 g	1.41	..	..		
ELEVEN (76 Atkinson)				TS.	ERROGRADUMET (2 Abbott)	vial 2 g	1.06	..	..		
bath salts	400 g	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
eau de Cologne	44.2 cc	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
	92.5 cc	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
atomiser	58 cc	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
parfum de toilette	44 cc	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
	88.5 cc	..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
extract		..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		
soap (1)		..	..	..	ERROGRADUMET (2 Abbott)	ERROGRADUMET (2 Abbott)	1.06	..	..		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BAR (1091 Rybar) entire entry				d	FORTIOR (878 Napp) capsules	25	0.21	..	0.28		
DS (893 Nicholas) existing entry				d		150	1.05	..	1.40	d	
OS OF BOND STREET (894 Nicholas)					FRADOR (451 F & J)						
um flowers, pink, moss			0.24½								
ve sticks			0.09								
Y JACK (488 Fylde)					FREESIA (1355 Yardley)						
ment	1.50dz	0.37dz	0.22		bath salt tablets	1826	0.228	0.057	0.40		
R (1355 Yardley)					creme perfume	1873	0.434	0.109	0.76		
ting powder	4809	0.845	0.211	1.48	crystallized Cologne						
ogne	4884	0.554	0.139	0.97		1870	0.371	0.093	0.65		
pray mist	4845	0.794	0.199	1.39	perfume	1891	0.714	0.179	1.25		
crystallized	4870	0.371	0.093	0.65	perfumed Cologne	1884	0.434	0.109	0.76		
ume ½ oz	4891	0.771	0.193	1.35	spray mist	1845	0.737	0.184	1.29		
o	4862	0.138	0.035	0.22	talcum	1807	0.209	0.052	0.37		
um	4807	0.280	0.070	0.49	toilet soap	1807L	0.280	0.07	0.49		
TWING (1181 SS)						1862	0.138	0.035	0.22		
unwrapped					FRESH & DRY (172 BMCL)						
large					alpine, blue and herbal						
RS DE ROCAILLE (1071 Robins)					aerosol	120 g	0.249	0.062	0.40		
h oil						165 g	0.318	0.08	0.51		
de Cologne	2 oz	1.12	0.28	2.00	roll on	28 cc	0.19	0.048	0.31		
	4 oz	1.76	0.44	3.20		42 cc	0.236	0.059	0.39		
	8 oz	2.92	0.73	5.30	refill	28 cc	0.179	0.045	0.28		
pray	2½ oz	1.92	0.48	3.50	FRESH'N QUICK (903 NPU)						
de toilette	2 oz	1.48	0.37	2.70	cleansing pads	1.08	0.27	0.07½			
	4 oz	2.52	0.63	4.60	FUCIDIN (747 Leo)						
	8 oz	3.84	0.96	7.00	ointment	10 g	0.35	..	0.52½ TS		
fum de toilette spray						25 g	0.75	..	1.12½ TS		
fume	75 cc	2.32	0.58	4.20	FUCIDIN H (747 Leo)						
	¼ oz	2.20	0.55	4.00	ointment	10 g	0.38	..	0.57 TS		
	½ oz	3.56	0.89	6.50		25 g	0.80	..	1.20 TS		
	1 oz	5.24	1.31	9.50	GABAII (1336 WL)						
	2 oz	7.96	1.99	14.50	elixir	200 ml	0.40	0.10	0.70 †s4B.		
pray	7 cc	2.92	0.73	5.30		500 ml	0.80	0.20	1.40 †s4B		
refill	7 cc	1.76	0.44	3.20	GALA OF LONDON (876 MP)						
fa talc		0.72	0.18	1.30	Affair						
	0.60	0.15	1.10		after bath lotion						
OPLAST (1073 Robinson)					1GK5	4.26dz	1.065dz	0.65			
tors set	04290	1.20			body and bath foam	1GJ7	4.90dz	1.225dz	0.75		
fill	04291	1.005			Cologne spray						
tic bandage adhesive					1GR3	6.46dz	1.615dz	0.95			
full spread					cream perfume	1GK9	5.57dz	1.3925dz	0.85		
in x 3 yd	04406	2.92dz			milk bath	1GK7	6.46dz	1.615dz	0.95		
½in x 3yd	04407	3.63dz			perfume oil	1ID8	2.30dz	0.575dz	0.35		
in x 3 yd	04408	4.145dz			perfume atomiser						
in x 3 yd	04409	5.58dz			1GK8	4.58dz	1.145dz	0.70			
x 3yd & 6in x 3yd				d	talcum	1GK6	3.93dz	0.9825dz	0.60		
half spread				d	azure cleanser	1GE9	3.93dz	0.9825dz	0.60		
2 ventilated					moisture	1GF2	4.26dz	1.065dz	0.65		
in x 3yd	04416	2.92dz			toner	1GP1	3.93dz	0.9825dz	0.60		
½in x 3yd	04417	3.63dz			Bare Blush	1GP6	3.27dz	0.8175dz	0.50		
in x 3yd	04418	4.145dz			Barely Frosted	1GJ2	2.94dz	0.735dz	0.45		
in x 3yd	04419	5.58dz		d	Barely There	1GB8	2.94dz	0.735dz	0.45		
x 3yd and 6in x 3yd					cake liner	1GC3	2.62dz	0.655dz	0.40		
tic plaster adhesive					complexion brush						
in x 1yd	04550	0.905dz			1GE3	4.90dz	1.225dz	0.75			
in x 1yd	04551	1.45dz			eyebrow pencil	1GE8	1.30dz	0.325dz	0.20		
in x 3yd	04552	1.27dz			eye catchers	1GL8	4.26dz	1.065dz	0.65		
in x 3yd	04553	1.815dz			eye glimmers	1G99	2.62dz	0.655dz	0.40		
aid strip dressings					eyelashes						
½in x 1yd	04310	1.23dz			fine lash	1GP8	5.24dz	1.31dz	0.80		
½in x 1yd	04311	1.665dz			natural lash	1GP9	5.24dz	1.31dz	0.80		
in x 1yd	04312	1.915dz			half measures						
aid dressing					IGH7	4.90dz	1.225dz	0.75			
outfit "A"	04304	0.67			full measures						
"B"	04308	0.655			1GH6	5.57dz	1.3925dz	0.85			
ocket tins	04253	0.605dz			lower lash	1GJ5	4.26dz	1.065dz	0.65		
	04254	1.21dz			IGM9	4.26dz	1.065dz	0.65			
and dressings flexible BPC					refill	1GN2	2.62dz	0.655dz	0.40		
½in x 2in	04260	0.60dz			eye liner brush	1G39	1.72dz	0.43dz	0.25		
in x 3in	04261	0.755dz			eye liqui tints	1GL6	2.62dz	0.655dz	0.40		
ible dressing strips					eye make up remover						
½in x ½in x 144	04275	0.57			1GL3	1.97dz	0.4925dz	0.30			
½in x 2½in x 144					eye shadow applicator	1GM8	1.72dz	0.43dz	0.25		
	04276	0.63			eye shaping brush	1G41	1.72dz	0.43dz	0.25		
½in x 3in x 144	04277	0.675			flowing velvet	1GC6	2.62dz	0.655dz	0.40		
IS (468 F)					golden cleanser						
pourri					IGF6	3.93dz	0.9825dz	0.60			
achet (lace edged)	0.35	0.088	0.65		moisture	4.26dz	1.065dz	0.65			
S (1242 Toni)					toner	3.93dz	0.9825dz	0.60			
highlight	1.46dz	0.35dz	0.20		hand and body lotion	1GM3	2.62dz	0.655dz	0.40		
OVIN (1091 Rybar)					lip pen	1GQ3	2.30dz	0.575dz	0.35		
re entry					lipsticks						
X (1091 Rybar)					soft centre	1G93	3.27dz	0.8175dz	0.50		
sets	100	0.64	..	0.96	super smooth						
acks of 50 and 500				d	1GM6	2.30dz	0.575dz	0.35			
X-350 (1091 Rybar)					liquid line	1G98	2.62dz	0.655dz	0.40		
re entry					Look Natural	1GC7	3.27dz	0.8175dz	0.50		
UAL (1091 Rybar)					lashmaker	1GB3	4.58dz	1.145dz	0.70		
re entry					refill	1GB4	2.94dz	0.735dz	0.45		
RON (746 Lederle)					mascara liqui lash						
sets	100	0.45	..	..	1GL5	3.60dz	0.90dz	0.55			
AREL (472 Fontarel)					refill	1GL7	2.62dz	0.655dz	0.40		
marin					matte shadow	1GD4	2.30dz	0.575dz	0.35		
au de toilette	45 cc	..	..	..	nail polish	1GA1	1.97dz	0.4925dz	0.30		
	120 cc	..	..	..	remover	1GB7	1.72dz	0.43dz	0.25		
	240 cc	..	..	..	natural cleanser						
atin lotion	193 cc	..	..	..	IGF3	3.93dz	0.9825dz	0.60			
um powder	80 g	..	..	..	moisture	IGF5	4.26dz	1.065dz	0.65		
EVAL-PROTEIN (1367 Unigreg)	300 g	0.90	..	..	toner	IGF4	3.93dz	0.9825dz	0.60		



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(1073 Robinson) ted wool mini	2.975			Photo-flo 200 solution	100 ml	0.23	..	..	0.34½		
	(6 dz)				500 ml	0.42	..	..	0.63		
	4.32			retouching medium	50 ml	0.26	..	..	0.39		
	(3 dz)			soft gradation developer powder							
	3.60				2.51	0.365	..	..	0.55		
	(17½ dz)				80 oz pack	250 g	0.23	..	..	d	
					500 g	0.285	..	..	0.43		
NEX (702 KC) fs undkerchiefs 3 ply				universal developer	250 ml	0.22	..	..	0.33		
single	1.49	..	..		100 ml	0.21	..	..	0.31½		
triple	2.92	..	..								
S (810 Maw) lotion	3.68dz	..	..								
				Bromide (SW) Bromesko (SW)							
					3½ x 3½	100	0.43	0.11	0.75		
					3½ x 4½	100	0.525	0.13	0.92		
					3½ x 5	100	0.59	0.15	1.03		
					3½ x 5½	100	0.63	0.16	1.10		
					4½ x 6½	25	0.305	0.075	0.53		
					100	0.96	0.24	1.68			
					10	0.23	0.06	0.40			
					100	1.65	0.415	2.89			
					8 x 10	10	0.325	0.08	0.57		
						100	2.35	0.59	4.11		
						250	5.87	1.47	10.27		
						10 x 12	10	0.46	0.115	0.81	
						100	3.50	0.875	6.13		
						12 x 15	10	0.69	0.175	1.21	
						100	5.20	1.30	9.10		
						16 x 20	10	1.19	0.30	2.08	
						20 x 24	10	1.81	0.455	3.17	
				Bromide (DW) Bromesko (DW)							
					4½ x 6½	100	1.12	0.28	1.96		
					6½ x 8½	100	1.95	0.49	3.41		
					8 x 10	10	0.38	0.095	0.67		
						100	2.79	0.70	4.88		
						10 x 12	10	0.54	0.135	0.95	
						12 x 15	10	0.80	0.20	1.40	
						16 x 20	10	1.37	0.345	2.40	
						20 x 24	10	2.06	0.515	3.61	
				KOLA ASTIER (1336 WJ)							
					dragées	0.40	0.10	0.70			
					granules	0.40	0.10	0.70			
				KOLANTICON (838 Merrell)							
					gel	150 ml	0.20	0.05	0.35		
						500 ml	0.56	..	0.84		
					wafers	100	0.98	..	1.47		
				KOLANTYL 838 Merrell)							
					gel	250 ml	0.28	0.07	0.49		
						1000 ml	0.98	..	1.47		
					tablets	48	0.28	0.07	0.49		
				KOLANTYL N.V. (838 Merrell)							
					tablets	24	0.14	0.035	0.24½		
						dp 120	0.66	..	0.99		
				KOSILI (366 Dendron)							
					baby bath	1.80dz	0.43dz	0.25			
				KWIC-BRU (535 Granose)							
					3 oz	1.91dz	..	..	0.20		
					6 oz	3.17dz	..	..	0.33		
					3 lb	1.85	..	..	2.31		
					2½ lb				d		
				LACAMEX (1091 Rybar)							
					entire entry				d		
				LACTEOL (1336 WL)							
					tablets	45	0.40	0.10	0.70		
						90	0.72	0.18	1.26		
				LAEVORAL-C (218 Calmic)					d		
					liquid	dp 250 ml					
				LA INDIA (975 PDS)					d		
				LA INDIA (975 PWL)					d		
				LANALEM (903 NPU)					i		
				shampoos					d		
				lemon cream,							
				olive oil							
				jar							
				LANDS (1418 Strenol)							
				rosebud liniment							
				LANOXIN (208 BW)							
				tablets 0.25 mg							
				pack of 100							
				LAROLA (106 Beetham)							
				skin lotion	85 cc	2.76dz	0.69dz	0.40			
					125 cc	3.12dz	0.78dz	0.45			
					165 cc	4.20dz	1.05dz	0.60			
				LA ROSE (1612 Rochas)					d		
				LA ROSE (1633 Rochas)					d		
				LASONIL (97 Bayer)					i		
				suppositories	10	0.235	..	..	0.35		
				LASSIE (967 Petfoods)							
					handy	3.09	0.49	0.06			
						(6 dz)	(6 dz)				
					large	3.78	0.60	0.11			
						(4 dz)	(4 dz)				
				LASTONET (733 Lastonet)							
				foot spray	2.64dz	0.66dz	0.38				
				metatarsal pad	0.44	..	..				
				NVF elastic net bandage (Lastonet)							
				3 in	0.46	..	..				
				4 in	0.58	..	..				
				5 in	0.96	..	..				
				support stockings							
				Spanflex	pr	1.30	..	..	1.95		
				supporter belts men's							
				single	3.60dz	0.40dz	0.48				
				double	4.20dz	0.47dz	0.57				
				LIGA (760 Liga)							
				3 way food							
				LINCTIFIED (208 BW)							
				expectorant	21	3.30	..	..	4.95	†s7DDI	
				paediatric	21	2.56	..	..	3.84	†s7DDI	

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LION (205 Burgess) ointment	1 1/4 oz	1.20dz	0.30dz	0.18	eye pencil	2.29dz	0.57dz	0.35	cellulose tissue	147.01	0.35
	3 oz	2.10dz	0.53dz	0.31	eyes off	3.27dz	0.818dz	0.50	cellulose wadding	147.00	0.203
	16 oz	0.60	0.15	0.92	face brush	5.08dz	1.27dz	0.75	cotton wool B.P.C.	1 oz	102.01
	36 oz	1.00	0.25	1.60	face final	4.25dz	1.062dz	0.65		4 oz	102.03
pills		0.90dz	0.23dz	0.13	face shapers	5.24dz	1.31dz	0.80		16 oz	102.05
		1.70dz	0.43dz	0.25	Get Fresh	3.92dz	0.98dz	0.60	hospital quality	1 oz	102.01
LIORESAL (262 CIBA) existing entry					Jelly Babies				4 oz	102.09	0.63dz
LIORESAL (262 CIBA) tablets 10 mg	100	5.84			gel cheek colour	4.25dz	1.062dz	0.65	16 oz	102.03	1.77dz
LIPCOTE (1345 Woodward)					eye colour	4.25dz	1.062dz	0.65	16 oz	102.05	0.487
small	0.16	0.04		0.28	mascara	3.92dz	0.98dz	0.60	hospital quality	4 oz	102.09
large	0.24	0.06		0.42	refill	2.95dz	0.738dz	0.45	16 oz	102.11	0.378
LIPIODOL (971 PSMB)					skin colour	4.59dz	1.148dz	0.70	gauge B.P.C.	1 yd	137.02
ultra fluid	10 ml	0.56	..	0.84	kit bag	5.08dz	1.27dz	0.75		3 yd	137.03
viscous	20 ml	0.56	..	0.84	lipstick	3.59dz	0.898dz	0.55		6 yd	137.04
LIPIPHYSAN (1123 SLL)					liquid liner	3.59dz	0.898dz	0.55		12 yd	137.05
existing entry					mascara				gauge & cotton tissue	pink label	
LIPIPHYSAN (1123 SLL)					coloured tearproof	3.27dz	0.818dz	0.50		4 oz	146.09
10%	500 ml	3.45			tearproof	5.24dz	1.31dz	0.80		16 oz	146.11
15%	500 ml	3.75			refill	3.92dz	0.98dz	0.60	blue label		
LIP-LITE (633 H & P)					nail polish round	2.29dz	0.57dz	0.35	lint white B.P.C.	1 oz	135.01
existing entry					sparklers	2.95dz	0.738dz	0.45		4 oz	135.03
LIP-LITE (633 H & P)					remover	1.97dz	0.492dz	0.30		16 oz	135.05
lipstick with holder	0.76	0.19		1.38	nailshine	6.54dz	1.64dz	1.00	lint boric B.P.C.	4 oz	146.12
refill	0.20	0.05		0.38	Nature Tint	3.92dz	0.98dz	0.60		16 oz	146.14
LIPOFLAVONOID (756 Lewis)					overnighter	26.19dz	6.548dz	4.00			
existing entry					paint box	15.70dz	3.925dz	2.40			
LIPOFLAVONOID (757 Lewis)					perfume lotion	5.57dz	1.392dz	0.85			
capsules	100	12.80dz	3.20dz	1.87	sac	7.84dz	1.96dz	1.20			
	500	59.20dz	14.80dz	8.63	Shape & Blush	5.90dz	1.475dz	0.90			
LIPOTRAID (756 Lewis)					skin drink	5.24dz	1.31dz	0.80			
existing entry					skin saver	5.24dz	1.31dz	0.80			
LIPOTRIAD (757 Lewis)					Smoothers	3.92dz	0.98dz	0.60			
capsules	100	10.60dz	2.65dz	1.50	Soft scrub	6.22dz	1.555dz	0.95			
	1000	98.80dz	24.70dz	14.40	solo shadow	3.92dz	0.98dz	0.60			
liquid	200 ml	7.50dz	1.88dz	1.10	sticks	2.95dz	0.738dz	0.45			
	1 l	35.20dz	8.80dz	5.14	Special recipes				MAX FACTOR (813 MF)		
LIPSAVER (835 M & J)					cream rouge	3.92dz	0.98dz	0.60	comb-on mascara	0.315	0.077
colourless lip moisturiser	2.88	0.72		0.19	foundation cream	4.59dz	1.148dz	0.70	Satin moisturiser	0.281	0.069
	(2 dz)	(2 dz)			lipstick	2.95dz	0.738dz	0.45			
LIQUAFILM TEARS (35 Allergan)					mascara	4.25dz	1.062dz	0.65	MAYBELLINE (1333 WL)		
existing entry					perfume essences	5.08dz	1.27dz	0.75	eye shadow		
LIQUAFILM TEARS (35 Allergan)					Starkers	3.92dz	0.98dz	0.60	Blooming colours	..	..
(distributors 1121 Searle)					talcum - Bird Bath	3.59dz	0.898dz	0.55	MAZDA (903 NPU)		
	15 cc	0.44	..	0.66	tan trap	4.25dz	1.062dz	0.65	flash bulbs 1B	(10)	0.35
LIQUFRUTA (1102 Sanitas)					topspeed tan	5.24dz	1.31dz	0.80	AGIB	(10)	0.35
standard	108 cc	1.63dz	0.41dz	0.21 1/2	vitamin pills	2.62dz	0.655dz	0.40	flash cubes	(3)	0.48
	330 cc	2.95dz	0.74dz	0.39	mascara liquid				magicube	(2)	0.42
	1000				refill				MEDICOMB (1632 Medicomb)		
liquid 200 ml and 15 cc					mini colour				clinical comb	0.60	0.15
LIVOX (878 Napp)					shadow shaper stick				MEDIJEL (366 Dendron)		
capsules	100	0.75	..	1.00	starters box				tube	1.77dz	..
	500	3.15	..	4.20	MATIC (230 Carnrick)				MEDISOAP (436 Evans)		
L'OREAL (525 Golden)					tablets	100	0.63	..	basic		
bleach	2.04dz	0.52dz		0.29	MAWS (810 Maw)				MENDOCIL (1419 Intec)		
LOTUS (903 NPU)					baby pants				entire entry		
nail polish remover	1.24dz	0.31dz		0.18 1/2	Tuftly all sizes	1.84dz	..	0.23	MENE (1073 Robinson)		
LOXENE (1038 R&C)					nylon slimline bottle brush	306.02	0.74dz	..	sanitary towels	size 0	6.283
shampoo sachet	1.225	0.305		0.04	Simple	306.03	0.88dz	..	size 1	6.653	..
	(4 dz)	(4 dz)			bottle brush	327.00	13.28dz	1.65	size 2	7.762	..
bottle small	1.19dz	0.30dz		0.15 1/2	gift set	306.09	3.99dz	0.45dz	size 3	7.207	..
large	2.16dz	0.54dz		0.28	jug	306.10	0.79dz	0.09dz	size 4	6.283	..
LUMA (801 MP)					mixer	307.05	7.29dz	0.33dz	(2 dz)		
LUMA (1636 Lennard)					sterilising set	307.05	1.49dz	..	sanitary belts, adjustable	1.213dz	0.137dz
LUSTRE DENT (280 CP)					tablets	309.01	1.49dz	..	de luxe	1.537dz	0.173dz
entire entry					24	390.00	2.48dz	..	MENTHOL (1037 Reckitt)		
LUX (756 Lever)					spare caps & discs	306.05	0.52dz	..	impregnated tissues	1.53dz	0.353dz
soap	small	3.951	0.927	0.07 1/2	teats	301.04	1.34	..	MENTHO-LYPTUS (562 Hall)		
	(6 dz)	(6 dz)			Simpla	(2 dz)			tablets cello bag	..	
	large	3.708	0.87	0.10 1/2	assorted	300.03	1.75	..	jars 6 lb	..	
	(4 dz)	(4 dz)			universal	(3 dz)			MERBENTYL (838 Merrell)		
LYNDIOL (917 Organon)	22	0.2667	..	0.40	assorted	301.53	1.51	..	syrup	150 ml	0.38
tablets						(2 dz)				500 ml	1.08
MACKENZIES (312 AC)									tablets	50	0.26
smelling salts family	0.095	0.02		0.15 1/2					250	0.88	
handbag size											
MADAME ROCHAS (1612 Rochas)					Nursery Sundries						
MADAME ROCHAS (1633 Rochas)					bibs plastic	396.45	1.70dz	0.193dz			
MANDURIN (1305 WB)					terry	396.30	3.38dz	0.385dz			
entire entry					feeding beaker	396.05	3.68dz	0.415dz			
MARGO OF MAYFAIR (545 Grossmith)					keep warm plate	396.35	5.84dz	0.655dz			
talcum giant ovals 400 g	1.51dz	0.38dz				488.01	2.28dz	0.57dz			
MARY QUANT (876 MP)											
applicator kit	2.62dz	0.655dz		0.40	Surgical Dressings						
bath beads	5.57dz	1.392dz		0.85	bandages B.P.C.						
bath oil	4.59dz	1.148dz		0.70	white open wove						
Blush baby compact	4.25dz	1.062dz		0.65	1 in x 4 yd						
body shampoo sachets	0.65dz	0.162dz		0.10	110.18	0.28dz					
	3.59dz	0.898dz		0.55	2 in x 4 yd						
Cologne	AM & PM	2.62dz	0.655dz	0.40	3 in x 4 yd						
	1 1/8 oz	5.57dz	1.392dz	0.85	110.02	0.46dz					
		5.08dz	1.27dz	0.75	4 in x 4 yd						
					110.19	0.825dz					
Come Clean		3.92dz	0.98dz	0.60	crepe						
eye care stick		3.92dz	0.98dz	0.60	2 in	141.00	1.666dz				
eye gloss		3.92dz	0.98dz	0.60	3 in	141.02	2.386dz				
eyelashes					3 1/2 in						
Jeepers Peepers		5.24dz	1.31dz	0.80	141.03	2.51dz					
lower lidders, plush,					4 in	141.04	3.216dz				
ultra-fine lowers, new natural					6 in	141.05	4.59dz				
wisps		4.25dz	1.062dz	0.65	cellulose tissue				MIA (839 Mia)		
eyelash adhesive		1.64dz	0.41dz	0.25	cellulose wadding				blush tint	..	..
eyelash colour		5.24dz	1.31dz	0.80	gauge B.P.C.				concealer cream	..	..
refill		3.92dz	0.98dz	0.60	147.01	0.35			cool gel cleanser	..	..
eyelash conditioner		3.92dz	0.98dz	0.60	147.00	0.203			skin conditioner	..	..
eyeliner		2.29dz	0.572dz	0.35	gauge & cotton tissue				toning cleanser	..	..
eyeshadow brush		2.62dz	0.655dz	0.40	pink label				eye tints	..	..
eye tints		3.92dz	0.98dz	0.60	4 oz	146.09	0.157		pearly	..	..
					16 oz	146.11	0.546		face shaper	..	..
					blue label				foundation nature tint	..	..
					4 oz	146.12	0.18		lipstick	..	..
					16 oz	146.14	0.61		mascara automatic roll-on	..	..
					16 oz	146.15	0.49		pressed powder	..	..
					16 oz	146.16	0.49		MILLOPHYLINE (346 Dales)		
					16 oz	146.17	0.49		(distributors		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
DEX (518 Glaxo) up	200 ml 21	0.17½ 1.15	.. ..	0.24	NATIVEVILLE DIGITALINE (1336 WL)				NORELL (1052 Revlon)			
RS (876 MP) tem oils	2.04dz	0.51dz	0.30		ampoules 0.2 mg 1 cc 6	0.40	.. ..	0.60	Cologne	2½ oz	.. .. .. ..	
paint	1.57dz	0.395dz	0.23		solution 1/1000 10 ml	0.60	.. ..	0.90	4 oz	.. .. .. ..	3.95	
shadow wand	2.17dz	0.54dz	0.32		tablets 0.1 mg 40	0.22	.. ..	0.33	8 oz	.. .. .. ..	6.00	
shockers kit	2.17dz	0.54dz	0.32		200	0.70	.. ..	1.05	spray	2½ oz	.. .. .. ..	
shock	1.10dz	0.275dz	0.16		1000	2.80	.. ..	4.20	perfume	¼ oz	.. .. .. ..	
ter colour kit	2.79dz	0.70dz	0.41		0.25 mg 40	0.30	.. ..	0.45	1 oz	½ oz	.. .. .. ..	
LYN (917 Organon) slets	22	0.2667	.. ..	0.40	NATURAL WONDER (1052 Revlon)				spray	½ oz	.. .. .. ..	
OL (255 Chembro)					fresh face	.. ..	.. ..	0.90		1 oz	.. .. .. ..	
OL (1333 WL)					great glow cheek stick	.. ..	.. ..	1.10		spray	½ oz	.. .. .. ..
TUSSI INFANS (576 PH) nc 1-3	500 ml 21	0.54 1.75	.. ..	0.81 2.63	NATUSOL (695 TK)				NORLYN (519 Global) support tights	.. .. .. ..	1.20	
ENT SUPREME (Patou) (386 Douek) logne	1½ oz 3½ oz	1.06 1.70	0.265 0.425	1.90 3.00	entire entry				NOSKEETO (1091 Rybar) existing entry		d	
u de toilette	2 oz	1.48	0.37	2.65	NATUSAN (1640 Benzon)				NOVUTOX (970 PM)			
rfum	4 oz	2.40	0.60	4.25	baby cream	50 g	1.72dz	0.43dz	2% solution plain	injection vial 50 ml	0.35	
le compagnon	½ oz	1.70	0.425	3.00	lotion	125 g	3.56dz	0.89dz	2% solution with adrenaline	injection vial 50 ml	0.35	
flacon	¼ oz	1.80	0.45	3.25	powder	85 g	1.72dz	0.43dz	cartridge 2 ml	100	2.76	
	½ oz	2.80	0.70	4.95	refill	85 g	1.22dz	0.305dz	3% solution with adrenaline	cartridge 2 ml	100	2.76
	1 oz	4.70	1.175	8.35	shampoo	150 cc	2.86dz	0.715dz	4% solution with adrenaline	injection vial 50 ml	0.38	
	2 oz	8.00	2.00	14.25	soap	100 g	0.71dz	0.178dz			†s4B	
OGRAM (1501 DA)					NAVANE (969 Pfizer)				NOVUTOX (970 PM)			
OGRAM (1501 DGL)					tablets 10 mg 100	3.97			2% solution plain	injection vial 50 ml	0.35	
SIEUR NET (Patou) (386 Douek)					NELSON'S (1629 Nelson)				2% solution with adrenaline	injection vial 50 ml	0.35	
er shave cream	tube	0.72	0.18	1.30	influenza and common cold				cartridge 2 ml	100	2.76	
er shave lotion	flacon	1.36	0.44	2.40	tablets	1.05	0.25	0.49	3% solution with adrenaline	cartridge 2 ml	100	2.76
	1½ oz	0.87	0.217	1.55		(5)	(5)		4% solution with adrenaline	injection vial 50 ml	0.38	
	3½ oz	1.36	0.34	2.40							†s4B	
logne	1½ oz	0.98	0.245	1.75	NEMBUTAL (2 Abbott)				N. P. U. (903 NPU)			
	3½ oz	1.70	0.425	3.00	(distributors 938 PD)				denture brush	1.20dz	.. ..	
promiseur	5 oz	3.10	0.775	5.50	veterinary solution				rubber gloves	..	..	
electric shave	1½ oz	0.87	0.217	1.55				standard	1.08	0.12		
	3½ oz	1.36	0.34	2.40				(½ dz)	(½ dz)	0.17		
ap		0.85	0.212	1.50	NEOBACRIN (518 Glaxo)				deluxe	1.43	0.16	
SIEUR ROCHAS (1612 Rochas)					ophthalmic ointment				(½ dz)	(½ dz)	0.23	
SIEUR ROCHAS (1633 Rochas)					3½ g	0.20			tooth brushes nylon			
SIEUR WORTH (1350 Worth)					ointment	15 g	0.22		med, hard, ex hard	0.78dz	.. ..	
er shave	100 cc	.. ..	.. ..	2.10				dual	0.98dz	.. ..	0.12½	
odorant		.. ..	.. ..	2.50				junior	0.52dz	.. ..	0.06½	
u de toilette	100 cc	.. ..	.. ..	3.20	NEO RYBAREX (1091 Rybar)				toothbrushes bristle			
	200 cc	.. ..	.. ..	5.20	entire entry				med, hard, ex hard	1.33dz	.. ..	
	28 oz	.. ..	.. ..	17.80	NEOVIT (1091 Rybar)				dual	1.47dz	.. ..	
aving cream					entire entry				junior	0.68dz	.. ..	
brushless		.. ..	.. ..	1.10	NEPHRIL (969 Pfizer)				toothbrush smokers	1.05dz	.. ..	
lather		.. ..	.. ..	1.10	tablets 1 mg	100	1.03		vacuum Nu-flask	8 oz	0.37dz	
ap	4½ oz	.. ..	.. ..	1.30	500	5.00				0.44½		
ports Cologne		.. ..	.. ..	1.30	NESTOSYL (115 Bengue)				NUCTA (337 Curtis)			
ousse de Voyage after shave		.. ..	.. ..	3.80	anaesthetic oil aerosol	0.35	0.09	0.56	shampoo			
NY (1574 LM)					dp 500 g	..			blue satin, danduff			
rry the lamb					ointment	dp 500 g	1.25		control, egg and lanolin			
soap (2)		.. ..	.. ..	0.50					peach bloom	100 cc	1.56dz	
talc	110 g	.. ..	.. ..	0.38					oil treatment	140 cc	2.40dz	
STACHE (1612 Rochas)					NETHAPRIN (838 Merrell)				styling lotion	110 cc	1.92dz	
STACHE (1633 Rochas)					expectorant	150 ml	0.24	0.42	existing entry of setting lotion		d	
SUET DE BONHEUR (1071 Robins)					500 ml	0.72	0.18	1.26	NUIT DE NOEL (1071 Robins)			
rfume	1 oz	4.30	1.075	7.70	NETHAPRIN DOSPAN (838 Merrell)				perfume	1 oz	d	
CETS (848 Minnesota)					tablets	25	0.42	0.105	NU NALE (359 DDD)			
outh ulcer tablets	20	1.28dz	0.32dz	0.18	100	1.48	0.37	0.73½	(distributors 366 Dendron)			
SIVIN (1091 Rybar)					NEURODYNE (1295 Wade)			†s7	cream	1.44dz	0.34dz	
ire entry					capsules	25	0.20	0.05	liquid	1.44dz	0.34dz	
(172 BMCL)					dp 100	0.75		super lotion	3.25dz	0.77dz		
ologne		0.349	0.087	0.62	dp 250	1.71		NURSE HARVEY'S (578 Harvey)				
timist	50 g	0.181	0.045	0.29	dp 500	..		gripe mixture	1.40dz	0.35dz		
	120 g	0.261	0.065	0.42	NIAMID (969 Pfizer)			NUTMEAT (535 Granose)				
ollette	28 cc	0.182	0.046	0.30	tablets 25 mg	100	2.18	10 oz	1.82dz	.. ..		
	42 cc	0.231	0.058	0.38	500	10.22		16 oz	2.45dz	.. ..		
refill	28 cc	0.168	0.042	0.27	NIKINI (1073 Robinson)			brown	10 oz	1.92dz		
ollette for men		0.199	0.05	0.33	Poppet	1.65	0.186					
	0.168	0.42	0.28	sanitary garment pink	5.20dz	0.584dz						
ck	0.109	0.027	0.18	white	3.134dz	0.354dz						
ck for men	0.12	0.03	0.19	pads	12	4.68	.. ..	0.13				
OLACTINE (1336 WL)				(4 dz)								
plets	50	0.20	0.05	0.35	NIVEA (1164 SSL)							
	250	0.80	0.20	1.40	after sun soother	1680	2.824dz	0.683dz				
OLGIN (311 C)					1509	..						
LOID (31 AP)					creme	1612	1.043dz	0.247dz				
distributors 1377 R&A)					368	1.472dz	0.353dz	0.20½				
il manicure cream		0.15	0.04	0.26½	tube	1613	1.235dz	0.301dz				
	small	1.02dz	0.24dz	0.14	medical pack	370 A	7.118dz	1.712dz				
R (235 CW)	large	1.95dz	0.46dz	0.27	polystyrene jar	1615	2.742dz	0.658dz				
eam sachet	12 g	1.01dz	0.24dz	0.13	1616	4.20dz	1.01dz	0.56				
ube	30 g	2.02dz	0.48dz	0.26	dry skin lotion	1705	1.447dz	0.346dz				
tion sachet	25 g	1.01dz	0.24dz	0.13	1706	2.559dz	0.613dz	0.34				
ube	115 g	3.19dz	0.76dz	0.41	liquid	100 cc	1.786dz	0.432dz				
ISAN (1055 RM)					175 cc	2.529dz	0.614dz	0.34				
	250 g	1.98dz	.. ..	0.22	shaving cream tube	280	1.455dz	0.356dz				
	500 g	3.60dz	.. ..	0.40	281	2.141dz	0.516dz	0.28½				
	1000 g	6.30dz	.. ..	0.70	soap toilet	1805	0.641dz	0.156dz				
PICLENE (810 Maw)					triple	1807	1.489dz	0.359dz				
owder		3.28dz	.. ..	0.38½	bath	1806	0.939dz	0.226dz				
CCISSE NOIR (1071 Robins)					double	1808	1.489dz	0.359dz				
rfume	½ oz				Sunfita cream	1650	1.882dz	0.45dz				
ROSE NATIVELLE (1336 WL)					1651	3.035dz	0.737dz	0.40½				
agees	50	0.40	0.10	0.70	348 & 397	..						
ISEDINE NATIVELLE (1336 WL)					foam	1652	4.647dz	1.128dz				
plets	20	0.52	0.13	0.91	1660	2.706dz	0.655dz	0.36				
	100	2.20	0.55	3.85	394	..						
					milk	1670	3.265dz	0.796dz				
					398	..						
					sun tan oil family	1641	4.176dz	1.013dz				
					continental	1641	..	0.56				
					1640	3.035dz	0.737dz	0.40½				
					talcum	1630	1.365dz	0.324dz				
					NO-DEL (1091 Rybar)							
					28 g	0.14	0.035	0.24½				

	Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Ret. £.p
Bronzilane	690	.. .. ..	2.10	Silk Finish	5G02	1.22dz	0.305dz	0.18	PERFORM (366 Dendron)		Trade £.p	Tax £.p	
camphor lotion	597	.. .. ..	1.75	Touch	5G01	1.22dz	0.305dz	0.18	hair set	15 ml	0.79dz	0.19dz	0.11
cleansing milk	567	.. .. ..	1.45	OWBRIDGES (917 Organon)					PEROIDIN (809 M&W)				
	568	.. .. ..	2.35	cough syrup	57 ml	1.524dz	0.384dz	0.20	50 mg	100	0.50	0.125	0.88
	569	.. .. ..	3.90		100 ml	2.292dz	0.576dz	0.30	500	500	2.10	.. ..	3.15
cream B21	640	.. .. ..	21.00	pastilles					1000	1000	3.50	.. ..	5.25
cream active liquid	634	.. .. ..	2.60	Vaporstik					200 mg	100	0.60	0.15	1.05
embryo-serum	647	.. .. ..	4.20	OXYPAK (1345 Woodward)					500	500	2.80	.. ..	4.20
emulsion B21	644	.. .. ..	8.50	tablets 250 mg	20	0.22	.. ..	0.33 TS	1000	4.50	.. ..	.. ..	6.75
emulsion placentaire			9.50	PABIREEX (848 Minnesota)					PERSONALITY (1377 R & A)				
	767	.. .. ..	3.00	diarrhoea mixture					soap				
eyebrow pencil	595	.. .. ..	0.50	200 ml		2.00dz	0.50dz	0.28	bath		1.59dz	0.38dz	0.21
eye shadow				PADDI (1073 Robinson)	cotton wool balls				toilet		0.99dz	0.24dz	0.13
pearl	614	.. .. ..	1.50	white	50	0.64dz	.. ..	0.08	turtle oil				
palette 4	619	.. .. ..	2.50	nappyliners	50	1.16dz	.. ..	0.14½	hand cream		2.30dz	0.55dz	0.32
powder	618	.. .. ..	2.10		100	2.242dz	.. ..	0.28	hand and body lotion				
	623	.. .. ..	2.25	pads	10	3.84dz	.. ..	0.49	PETAL DUST (801 MP)				
gel-matin	909	.. .. ..	2.80		3.906	.. ..	0.14	entire entry					
handmilk	556	.. .. ..	1.25		(3 dz)			PETROLAGAR (1352 Wyeth)					
hydro-tonique	581	.. .. ..	2.25		20	3.767	.. ..	0.27	No. 1 and No. 2	200 ml	0.14	0.035	0.22
lacta cream	926	.. .. ..	2.00		(1½ dz)			500 ml	500	0.28	0.07	0.44	
	929	.. .. ..	3.70	pleats	30	3.533dz	.. ..	0.38	dp 6 x 500 ml	1.68			
dispenser	925	.. .. ..	3.75		4.158	.. ..	0.15	P. H. (576 PH)					
lauria	930	.. .. ..	1.35	roll	4.02	.. ..	0.14½	snuff		0.66	0.17	0.12	
	933	.. .. ..	2.10		(3 dz)			PHARMATON (1564 Pharmaton)					
lipstick	38	.. .. ..	0.95					PHARMATON (1545 Vestric)					
agate	33	.. .. ..	1.25					PHEBUTOPAK (1345 Woodward)					
liquid hydratante	732	.. .. ..	1.95					tablets 100 mg	50	0.20	.. ..	0.30	
	733	.. .. ..	3.60					100	0.35	.. ..	.. ..	0.52	
liquid resorba	669	.. .. ..	4.40					PHENERGAN (971 PSMB)					
liquid sweetine	659	.. .. ..	4.40					compound	125 ml	0.20	0.05	0.35	
lotion B21	643	.. .. ..	7.50					21	1.88	.. ..	.. ..	2.82	
maquisol	695	.. .. ..	1.60					PHILIPS (977 PE)					
mascara block	575	.. .. ..	1.55					hair curler set	HP4404	6.31	1.54	9.95	
refill	576	.. .. ..	1.00					hair dryers					
mascara roll-on	621	.. .. ..	1.65					Comfort special					
refill	622	.. .. ..	1.20					HP4619	6.025	1.47	9.50		
masque de detente	627	.. .. ..	1.65					hand	HP4109	3.14	0.765		
masque bleu	911	.. .. ..	1.80					hood	HP4618	5.04	1.23		
masque rose	910	.. .. ..	1.80					health lamps					
masque transparent	628	.. .. ..	2.50					combined	HP3108	8.87	2.165		
mirasol	694	.. .. ..	1.35					de luxe	HP3105	11.41	2.785		
naturelle liquid	734	.. .. ..	1.60					Ultraphil	KL2866	6.97	1.70		
ombreline	633	.. .. ..	1.80					infra-red bulbs					
frosted	631	.. .. ..	1.90					13379/3	1.315	0.32			
orange liquid	602	.. .. ..	1.60					make-up mirror	HP5301	6.31	1.54	9.95	
Oryane	648	.. .. ..	3.50					shavers existing entry					
pate pellicia	48	.. .. ..	0.95					shavers					
patricia	902	.. .. ..	2.65					beauty set	HP2119	8.56	2.09	13.50	
	901	.. .. ..	3.15					Ladyshave					
rosee demaquillante	771	.. .. ..	2.20					beauty	HP2107/B	2.855	0.695	4.50	
	770	.. .. ..	3.65					de luxe	HP2113	3.49	0.85	5.50	
rouge powder	940	.. .. ..	3.00					cordless	HP2201	2.53	0.62	3.99	
royal jelly liquid	724	.. .. ..	2.60					Philishave					
	723	.. .. ..	4.80					3 de luxe	HP1122	7.96	1.94	12.55	
eye balm	712	.. .. ..	2.00					car battery	HP1216	5.165	1.26	8.15	
satilane	912	.. .. ..	3.00					compact	HP214/S	4.615	1.125	7.28	
	913	.. .. ..	2.20					cordless	HP203/S	3.66	0.895	5.78	
sol a sol	691	.. .. ..	1.75					popular	HP1102/S	4.765	1.165	7.52	
tan Orlane	696	.. .. ..	2.10					rechargeable					
tonique	577	.. .. ..	1.30					HP1309	12.27	2.995	19.36		
	578	.. .. ..	2.00					special	HP1129	7.35	1.795	11.60	
vesperale	639	.. .. ..	2.55					standard	HP1123	5.515	1.345	8.70	
	638	.. .. ..	3.75					XTR.7	HP1401	8.402	2.048	13.25	
lait a bronzer	698							toothbrush	HP5201	2.60	0.525	3.99	
poudre desse	914							rechargeable	HP5202	6.415	1.40	9.95	
poudre de beaute	552							PHILLIPS (978 PYP)					
OSPOLOT (97 Bayer)								tonic yeast tablets	60	1.08dz	.. ..	0.12	
suspension	100 ml	0.235	0.35					50					
	500 ml	0.99	1.48					PHYSEPTONE (208 BW)					
tablets 50 mg	50	0.43	0.65					linctus	500 ml	0.44	.. ..	0.66	
	250	1.96	2.94					PHYTOCIL (1295 Wade)					
200 mg	50	0.93	1.39					cream	25 g	0.14	0.03	0.24	
	250	4.16	6.24					powder	25 g	0.20	0.05	0.35	
OUABAINE ARNAUD NATIVELLE (1336 WL)								PIB (878 Napp)					
OUABAINE ARNAUD (1336 WL)								pressurised inhalant					
ampoules 0.25 mg 1 cc	6	0.40	.. ..	0.60	tsl			PIB	878 Napp	0.65	.. ..	0.93	
tablets 2.5 mg	40	0.44	.. ..	0.66	tsl			PIB PLUS (878 Napp)					
	200	1.60	.. ..	2.40	tsl			pressurised inhalant					
OUTDOOR GIRL (876 MP)								PIFCO (983 Pifco)					
Tawny								tonic yeast tablets	60	1.08dz	.. ..	0.12	
eye brow pencil	SG15	0.96dz	0.24dz	0.14				baby bottle warmer	987	1.74	0.43	2.75	
eye liner liquid	SG13	1.57dz	0.395dz	0.23				electric blankets					
eye shadow liquid								New Favourite					
stick	SG12	1.90dz	0.475dz	0.28				single	8401	3.33	0.81	5.25	
fragrance	SG11	0.96dz	0.24dz	0.14				double	8402	4.76	1.16	7.50	
miniperfume	SG17	1.57dz	0.395dz	0.23				Nitetime					
spray mist	SG16	3.73dz	0.935dz	0.55				single	6401	3.65	0.88	5.75	
glow on	SG04	0.96dz	0.24dz	0.14				three heat	6431	4.28	1.04	6.75	
lipstick plain trial	SG07	0.96dz	0.24dz	0.14				double	6402	4.91	1.20	7.75	
	swivel	SG08	1.57dz	0.395dz	0.23			three heat	6432	5.55	1.35	8.75	
pearl trial	SG05	0.96dz	0.24dz	0.14				Rest-time					
	swivel	SG06	1.57dz	0.395dz	0.23			single	6403	4.28	1.04	6.75	
nail lacquer plain	SG09	1.57dz	0.395dz	0.23				three heat	6433	4.91	1.20	7.75	
frosted	SG10	1.57dz	0.395dz	0.23				double	6404	5.55	1.35	8.75	
mascara brush	SG14	1.57dz	0.395dz	0.23				three heat	6434	6.18	1.51	9.75	
rouge powder	SG03	0.96dz	0.24dz	0.14				Startime					
								single	6405	4.91	1.20	7.75	
								double	6406	6.50	1.58	10.25	
								dual	6426	7.77	1.89	12.25	
								heating pad	1293	3.49	0.85	5.50	
								facial sauna	1560	4.28	1.04	6.75	
								hair clippers	99	5.63			



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
eyelash outfit	5.15dz	1.255dz	0.75		RYBAR (1091 Rybar)				RYBAR (1091 Rybar)			
adhesive refill	1.23dz	0.30dz	0.18		cold sore lotion	2.8 ml	0.10	0.025	RYBAR (1091 Rybar)			
eye make-up remover pads					diabetic linctus	150 ml	0.28	0.07	cold sore lotion	2.8 ml		
removing lotion	1.025dz	0.25dz	0.15		eye drops	15 ml	0.14	0.035	diabetic linctus	150 ml		
eye pencils	1.30dz	0.317dz	0.19		inhaler		0.84	..	eye drops	15 ml		
eye shadow	0.955dz	0.233dz	0.14		midget		0.80	..	inhaler	0.84		
applicator	1.505dz	0.367dz	0.22		mask		0.28	..	mask	0.28		
brush	1.645dz	0.401dz	0.24		insect bite cream	13 g	0.10	..	insect bite cream	13 g		
cream	0.935dz	0.233dz	0.14		tar remover	54 ml	0.10	..	tar remover	54 ml		
compressed	1.025dz	0.25dz	0.15									
frosted	1.23dz	0.30dz	0.18		RYBAREX (1091 Rybar)				RYBAREX (1091 Rybar)			
collection	3.565dz	0.869dz	0.52		inhalant	15 ml	0.27	..	inhalant	15 ml		
palette	2.32dz	0.566dz	0.34		28 ml	0.48	..	..	28 ml	0.48		
stick	0.955dz	0.233dz	0.14		100 ml				100 ml	1.50		
eye shadow/liner kit	4.045dz	0.986dz	0.59									
duo brush	2.39dz	0.583dz	0.35		RYBARVIN (1091 Rybar)				RYBARVIN (1091 Rybar)			
grey-away shampoo	1.025dz	0.25dz	0.15		inhalant	15 ml	0.27	..	inhalant	15 ml		
hair colourant shampoo	1.025dz	0.25dz	0.15		28 ml	0.48	..	..	28 ml	0.48		
herbal face mask	1.78dz	0.434dz	0.26		100 ml				100 ml	1.50		
Hide and Heal stick	1.30dz	0.317dz	0.19									
lash thickener	1.78dz	0.434dz	0.26		RYBRONSOL (1091 Rybar)				RYBRONSOL (1091 Rybar)			
lip brush	2.39dz	0.583dz	0.35		entire entry				entire entry			
lip & lid gloss	1.30dz	0.317dz	0.19									
lip glosser	1.23dz	0.30dz	0.18		RYMEL (1091 Rybar)				RYMEL (1091 Rybar)			
lip glow pearly	1.30dz	0.317dz	0.19		entire entry				entire entry			
lipstick push up	1.025dz	0.25dz	0.15									
twist up	1.78dz	0.434dz	0.26		RYOTIN (1091 Rybar)				RYOTIN (1091 Rybar)			
moisturised	1.99dz	0.485dz	0.29		entire entry				entire entry			
liquid make-up	0.955dz	0.233dz	0.14									
make-up brush	2.39dz	0.583dz	0.35		RYOTOL (1091 Rybar)				RYOTOL (1091 Rybar)			
stick	1.78dz	0.434dz	0.26		entire entry				entire entry			
mascara block	1.025dz	0.25dz	0.15		RYSPRAY (1091 Rybar)				RYSPRAY (1091 Rybar)			
brush-on	2.32dz	0.566dz	0.34		entire entry				entire entry			
original	2.39dz	0.583dz	0.35									
roll-on	1.095dz	0.267dz	0.16		RYTHMODAN (1087 Rousset)				RYTHMODAN (1087 Rousset)			
medicated make-up					capsules	100	3.25		capsules	100		
cake	1.505dz	0.367dz	0.22									
liquid	1.99dz	0.485dz	0.29		SABRINA (Utermohlen) (386 Douek)				SABRINA (Utermohlen) (386 Douek)			
moisturised make-up	1.78dz	0.434dz	0.26		cotton wool in bags				cotton wool in bags			
skin food	1.99dz	0.485dz	0.29									
nail lacquer	0.955dz	0.233dz	0.14		36 g	0.08	..	..	36 g	0.08		
frosted opal	2.125dz	0.518dz	0.31		75 g	0.14	..	..	75 g	0.14		
pearlised	1.23dz	0.30dz	0.18		110 g	0.18	..	..	110 g	0.18		
remover	1.23dz	0.30dz	0.18									
pads	1.30dz	0.317dz	0.19		SAFAPRYN (969 Pfizer)				SAFAPRYN (969 Pfizer)			
nail strengthener	1.23dz	0.30dz	0.18		tablets	250	1.86		tablets	250		
oatmeal beauty pack	1.30dz	0.317dz	0.19									
soap	1.23dz	0.30dz	0.18		SAFESEAL (628 H of W)				SAFESEAL (628 H of W)			
pat-on translucent					existing entry				existing entry			
blush	3.565dz	0.869dz	0.52		SALACTOL (1454 Dermal)				SALACTOL (1454 Dermal)			
perfume floral	1.645dz	0.401dz	0.24		wart paint	10 ml	0.35		wart paint	10 ml		
Classic	2.39dz	0.583dz	0.35									
powder puffs velour (2)	1.23dz	0.30dz	0.18		SALVITAE (276 C & C)				SALVITAE (276 C & C)			
rouge compressed	1.025dz	0.25dz	0.15		3 1/2 oz	3.00dz	0.75dz	0.44	3 1/2 oz	3.00dz		
cream	0.955dz	0.233dz	0.14		8 oz	6.00dz	1.50dz	0.87 1/2	8 oz	6.00dz		
skin toning lotion	1.23dz	0.30dz	0.18									
spot clearing face wash	1.99dz	0.485dz	0.29		SAMSAR (957 Perl)				SAMSAR (957 Perl)			
talc perfumed	1.30dz	0.317dz	0.19		cuticle clippers	508	1.40	0.35	cuticle clippers	508		
toilet vinegar	3.77dz	0.919dz	0.55		513	1.50	0.375	2.61	513	1.50		
translucent blush	1.23dz	0.30dz	0.18		511	1.75	..	..	511	1.75		
deodorant roll-on & stick	1.23dz	0.30dz	0.18		515	1.18	..	..	515	1.18		
eye make-up cabinet					518	1.50	0.375	2.82	518	1.50		
RINSTEAD (1333 WL)												
pastilles (tins) (Tyne-Tees					eyebrow tweezers				eyebrow tweezers			
T.V. area only)	1.25dz	0.30dz	0.17 1/2		250/7d	0.25	0.065	0.47	250/7d	0.25		
RISSOL-NUT (535 Granose)	16 oz	2.66dz	..	..	250/7b	0.25	0.065	0.47	250/7b	0.25		
					250/7r	0.25	0.065	0.47	250/7r	0.25		
ROBINSONS (1449 R&CFD)					250/9d	0.30	0.075	0.57	250/9d	0.30		
barley waters	1.83dz	0.28dz			250/9b	0.30	0.075	0.57	250/9b	0.30		
instant baby foods	0.83dz	..			250/9r	0.30	0.075	0.57	250/9r	0.30		
please	20 oz	1.095dz	0.165dz	0.09	252/8d	0.31	0.08	0.59	252/8d	0.31		
super value	35 1/4 oz	1.95dz	0.29dz		229p	0.31	0.08	0.59	229p	0.31		
whole fruit drinks	25 1/2 oz	1.655dz	0.245dz		251/7d	0.33	0.085	0.62	251/7d	0.33		
ROGER & GALLET (1076 R&G)					251/7b	0.33	0.085	0.62	251/7b	0.33		
Cologne black label	1088	0.18	0.04	0.35	251/7r	0.33	0.085	0.62	251/7r	0.33		
refresher 10					251/9d	0.40	0.10	0.75	251/9d	0.40		
RONDOMYCIN (969 Pfizer)					251/9b	0.40	0.10	0.75	251/9b	0.40		
capsules 150 mg	16	1.07			225d	0.85	0.215	1.60	225d	0.85		
	100	6.43			225b	0.85	0.215	1.60	225b	0.85		
	500	31.20			225r	0.85	0.215	1.60	225r	0.85		
syrup 75mg/5ml	100 ml	0.70			255c/d	0.62	0.155	1.18	255c/d	0.62		
ROYAL SHIELD (975 PWL)					255c/b	0.62	0.155	1.18	255c/b	0.62		
blow out cream	8 oz	11.52dz	2.88dz	1.67	255c/r	0.62	0.155	1.18	255c/r	0.62		
conditioner/hairdressing	2 oz	4.80dz	1.20dz	0.70	255g/d	0.77	0.195	1.50	255g/d	0.77		
	8 oz	11.52dz	2.88dz	1.67	255g/b	0.77	0.195	1.50	255g/b	0.77		
easy comb conditioner	8 oz	7.20dz	1.80dz	1.05	255g/r	0.77	0.195	1.50	255g/r	0.77		
holding spray	13 oz	11.52dz	2.88dz	1.67	255g/t	0.77	0.195	1.50	255g/t	0.77		
neutralizer shampoo	8 oz	4.80dz	1.20dz	0.70								
oil sheen conditioner	10 oz	9.60dz	2.40dz	1.40	eyelash brushes	3205/1	0.20	0.075	0.43	eyelash brushes	3205/1	
ROZALEX (1480 Izal)					3205/2	0.25	0.065	0.47	3205/2	0.25		
Two S's hand cleanser	2.25dz	..	..	0.25	3206/1	0.25	0.065	0.47	3206/1	0.25		
RUTHMOL (1345 Woodward)					3206/2	0.28	0.07	0.53	3206/2	0.28		
	50 g	0.12	..	..	3207/3	0.33	0.085	0.62	3207/3	0.33		
	200 g	0.33	..	..	3211	0.28	0.07	0.53	3211	0.28		
	400 g	0.56	..	..	3215	0.12	0.03	0.23	3215	0.12		
RYBAFERRIN (1091 Rybar)					3080	0.40	0.10	0.75	3080	0.40		
tablets	75	0.16	0.04	0.28	3081	0.30	0.075	0.57	3081	0.30		
RYBAFORM (1091 Rybar)					3079	0.20	0.05	0.43	3079	0.20		
entire entry					3105/12	0.60	0.15	1.15	3105/12	0.60		
RYBAR (1091 Rybar) existing entry					3105/14	0.70	0.175	1.32	3105/14	0.70		
					3105/16	0.80	0.20	1.50	3105/16	0.80		
					3112/12	0.20	0.05	0.38	3112/12	0.20		
					3112/14	0.27	0.07	0.50	3112/14	0.27		
					3112/16	0.30	0.075	0.57	3112/16	0.30		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ARELLI (386 Douek)											
de toilette 2 oz	1.20	0.30	2.20								
4 oz	2.00	0.50	3.70								
um $\frac{1}{2}$ oz	0.52	0.13	0.95								
$\frac{1}{2}$ oz	0.95	0.237	1.75								
$\frac{1}{2}$ oz	1.90	0.475	3.50								
$\frac{1}{2}$ oz	3.24	0.81	6.00								
1 oz	4.50	1.125	8.30								
handbag atomiseur	2.30	0.575	4.25								
refill	1.76	0.44	3.25								
parfum de toilette											
atomiser 4 oz	2.80	0.70	5.20								
refill 4 oz	2.16	0.504	4.00								
ing											
logne 2 oz	0.86	0.215	1.60								
4 oz	1.60	0.40	2.95								
8 oz	3.20	0.80	5.75								
um $\frac{1}{2}$ oz	0.48	0.12	0.90								
$\frac{1}{2}$ oz	0.92	0.23	1.70								
$\frac{1}{2}$ oz	1.76	0.44	3.25								
$\frac{1}{2}$ oz	3.12	0.78	5.75								
1 oz	4.74	1.185	8.75								
2 oz	7.56	1.89	14.00								
4 oz	12.80	3.20	23.70								
handbag atomiseur											
refill $\frac{1}{2}$ oz	2.16	0.504	4.00								
oniere $\frac{1}{2}$ oz	1.46	0.365	2.70								
oniere $\frac{1}{2}$ oz	1.54	0.385	2.85								
ea de toilette											
useur 4 oz	2.65	0.662	4.90								
useur 4 oz	1.90	0.475	3.50								
after shave 4 oz	0.37	0.092	0.65								
after shave 2 oz	1.10	0.275	2.00								
4 oz	1.84	0.46	3.40								
ogne 2 oz	1.20	0.30	2.20								
ogne 4 oz	1.84	0.46	3.40								
(631 Hudnut)											
blades											
ble-edged wrapped (5)	1.97	0.49	0.14								
(2 dz)											
'S (1108 SMC)											
in ointment	1.74dz	0.435dz	0.25								
protector spray	4.32dz	..	0.50								
g entry for Tubegauz				d							
172 BMCL)											
ressing 38 g	0.126	0.032	0.20								
80 g	0.207	0.052	0.33								
S (671 Jeyes)											
nia 540 ml	1.37dz	..	0.13 $\frac{1}{2}$ ‡								
DE (1355 Yardley)											
oam 3569	0.408	0.102	0.72								
ult tablets 3526	0.228	0.057	0.40								
te 3584	0.434	0.109	0.76								
bath 3566	0.468	0.117	0.82								
perfume 3573	0.434	0.109	0.76								
g powder 3509	0.708	0.177	1.24								
ream 3515	0.255	0.064	0.45								
pray 3545	0.737	0.184	1.29								
ne 3591	0.714	0.179	1.25								
n-a-rope 3564	0.410	0.103	0.65								
oilet 3562	0.138	0.035	0.22								
uest 3561	0.252	0.063	0.40								
n 3507	0.209	0.052	0.37								
(1530 Fisons)											
shampoo tube	1.47dz	0.37dz	0.20								
shampoo bottle	67 cc	1.47dz	0.37dz	0.20							
(2 Abbott)	135 cc	2.62dz	0.65dz	0.35							
tributors 938 PD)											
ary suspension											
100 ml	0.29	..	0.43 $\frac{1}{2}$								
500 ml	0.93	..	1.39 $\frac{1}{2}$								
X-K (518 Glaxo)											
100	1.05			‡s4B							
(1127 Seton)											
ng entry				d							
(1127 Seton)				i							
tributors 93 BJ)											
ne elastic webbing											
cm x 3m 444	0.33	..	0.50								
cm x 5m 445	0.55	..	0.83								
cm x 10m 446	1.10	..	1.65								
cm x 25m 447	2.75	..	4.12								
plasters 10	0.13	..	0.20								
et colostomy bags											
cm x 12.5cm 100	4.20										
cm x 10.0cm 100	4.20										
cm x 12.5cm 100	4.60										
cm x 14.0cm 100	4.20										
bell sutures 100	0.38	..	0.57								
pads											
m x 60cm 3.60	..	..	5.40								
m x 100cm 6.00	..	..	9.00								
m x 135cm 8.00	..	..	12.00								
image bag 2.50											
(1 $\frac{1}{2}$ dz)											
ntinence sheath 1	1.50										
(1 $\frac{1}{2}$ dz)											
ric urine collectors 100	3.00										
ads 100	6.00										
pr 1.00	..	..	1.50								
Supasac											
20cm x 14cm 100	8.30										
urine drainage bags											
ividually sealed											
standard bag (2000 ml)											
100 7.35											
short tube (2000 ml)											
100 7.35											
non-return valve (2000 ml)											
100 8.40											
drainage outlet (2000 ml)											
100 16.00											
bulk packed											
standard bag (2000 ml)											
250 13.00											
short tube (2000 ml)											
250 13.00											
non-return valve (2000 ml)											
250 15.75											
drainage outlet (2000 ml)											
universal urine bag holder	0.40	..	..	0.60							
skin traction kit											
adult size											
child size											
dermatological gloves											
small, med. or large											
(24) 2.00	..	..	3.00								
SO'DOWN (1349 LW)											
Swedish-style											
disposable nappies											
standard (10)	1.20dz	..	..	0.13							
standard (20)	2.25dz	..	..	0.25							
night-time size	2.25dz	..	..	0.25							
tie pants	1.20dz	..	..	0.15							
existing entry for small											d
SOFTEXE (339 CG)											
household wool											
pleated											
small	0.80dz										
medium	1.43dz										
roll	2.15dz										
SOL-TERCIN (311 C)											
tablets	100	0.38	..	..	0.58	..	..	..	..	..	..
SOLUPEN (1477 Elanco)											
(vet.) m.u. 5.0	10	2.25	..	..	3.37	..	..	..	..	..	..
10.0	10	3.75	..	..	5.62	..	..	..	..	..	d
pack of 1											
buffered m.u. 5.0	10	2.25	..	..	3.37	..	..	..	..	..	..
10.0	10	3.75	..	..	5.62	..	..	..	..	..</td	

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Reta £.p
Saval	handy	0.815dz	0.145dz	0.09½	STILBOFAX (208 BW)						
	large	1.515dz	0.27dz	0.18	entire entry						
Shapes	6½ lb	4.965dz	0.885dz	0.57	STONE'S (1194 Stone)						
	handy	0.815dz	0.145dz	0.09½	essence of rennet	100 ml	1.25dz	..	..	0.13	first aid dressings
	large	1.42dz	0.253dz	0.16½	200 ml	2.00dz	..	..	..	0.22	waterproof tins
Topcat	6½ lb	4.875dz	0.87dz	0.56	300 ml	2.64dz	..	..	..	0.29	04860 0.605dz
	handy	2.245	0.40	0.06½	500 ml	3.86dz	..	..	..	0.40	04861 1.21dz
Topdog		(4 dz)	(4 dz)		40 oz	6.40dz	..	..	..	0.70	strips
	handy	2.065	0.37	0.06	12 oz and 20 oz						2½ x 6in x 12
	large	1.72	0.305	0.10							04869 0.813
Tydisan		(2 dz)	(2 dz)								¾ x 1½in x 144
Winalot	handy	0.81dz	..	0.09							04870 0.655
	large	0.77dz	0.137dz	0.09							04871 0.67
	4 lb	1.38dz	0.246dz	0.16							04872 0.675
	6½ lb	3.05dz	0.544dz	0.35							wound dressings
		4.695dz	0.837dz	0.54							2in x 3in x 50
SPONTEX (1174 Sponcel)											
(distributors 903 NPU)											
toilet sponges											
cellulose baby		0.82dz	0.205dz	0.12							
toilet		1.13dz	0.285dz	0.16½							
shower		1.54dz	0.385dz	0.22½							
bath		2.26dz	0.57dz	0.33							
small, medium and large											
velure baby		0.82dz	0.205dz	0.12							
toilet		1.06dz	0.265dz	0.15½							
bath		1.47dz	0.37dz	0.21½							
small, medium and large											
S. R. (412 Elida-Gibbs)											
toothpaste	standard	1.175dz	0.295dz	0.15½							
	large	1.74dz	0.435dz	0.22½							
	economy	2.355dz	0.59dz	0.30½							
	family	2.92dz	0.73dz	0.38							
S. R. POTTER'S (1307 Waterhouse)											
calcium hydroxide & vitamins											
composite pack		0.70	..	1.00							
STAG (848 Minnesota)											
after shower talc	100 g	2.00dz	0.50dz	0.28							
pre-shave lotion	100 ml	2.86dz	0.715dz	0.40							
STAMINAID (770 LP)											
10 sachets		0.365	0.065	0.55							
	450 g	0.90	0.16	1.40							
STAYFREE (672 Johnson)	mini pads	10	0.095	..	..	0.13					
STEP (386 Douek)	sprays										
dressing table glass											
31101/2		..	..	..	..	2.75					
31103/4/5		..	..	..	..	2.90					
44102		..	..	..	..	3.00					
44103/4		..	..	..	..	3.15					
55102, 55104/5/6/7		..	..	..	..	4.00					
gilt trim											
44202		..	..	..	..	3.50					
44204		..	..	..	..	5.50					
44206/7	limoges china		..	..	..	7.90					
31201, 31238		..	..	..	..	4.50					
31209		..	..	..	..	7.40					
vieux rouen											
55501		..	..	..	..	6.60					
55502, 55505		..	..	..	..	8.50					
55504		..	..	..	..	6.40					
handbag sprays											
glass											
10101, 10104,											
10109, 10110		..	..	..	..	1.80					
10201, 10218		..	..	..	..	2.25					
10702/3/4		..	..	..	..	3.50					
opal											
10222/3		..	..	..	..	3.00					
10224	limoges china		..	..	..	2.50					
10130/1/2		..	..	..	..	2.80					
10301/2, 10311		..	..	..	..	3.25					
10309, 10733		..	..	..	..	4.90					
10326, 10334		..	..	..	..	4.00					
10735, 10738/9		..	..	..	..	5.50					
metal											
10761, 10770		..	..	..	..	5.50					
10763, 10767		..	..	..	..	4.40					
10768		..	..	..	..	4.90					
10769		..	..	..	..	5.90					
metal de luxe											
20330, 20332/3/4/5/6/7		..	..	..	..	3.50					
metal grand luxe											
20412/3/4		..	..	..	..	4.50					
metal standard											
20108, 20115, 20125,											
20127, 20129/30/31		..	..	..	..	3.00					
mother of pearl											
10603		..	..	..	..	4.50					
10760		..	..	..	..	5.50					
petit point											
10621		..	..	..	..	3.30					
vieux rouen											
10501		..	..	..	..	3.00					
10506		..	..	..	..	3.15					
10509, 10510		..	..	..	..	3.50					
10801/2/3		..	..	..	..	3.30					
STERADENT (1037 Reckitt)	powder	small	0.95dz	0.222dz	0.12½						
	medium	1.48dz	0.336dz	0.19							
	large	2.14dz	0.487dz	0.28							
tablets		17	1.04dz	0.241dz	0.13½						
		26	1.52dz	0.346dz	0.19½						

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
OLD BREWMASTER (1628 TOW) beer kit	0.50	..	0.75								
OLD BREWMASTER (1628 TOW) kit	0.57	..	0.85								
OLD WINEMAKER (1628 TOW) wine making kits	1.97	..	2.95								
OPHEN (1091 Rybar) ire entry		d									
OPHENE (1073 Robinson) ol	1	1.48dz	0.37dz								
OPHENE (1073 Robinson) ol	2	2.625dz	0.655dz								
OPHENE (1073 Robinson) ol	25%	..	..	0.56							
OPHENE (1073 Robinson) ol	2525	..	..	0.92							
OPHENE (1073 Robinson) ol	26	..	..	0.55							
OPHENE (1073 Robinson) ol	18%	..	..	0.52							
OPHENE (1073 Robinson) ol	18	..	..	0.58							
OPHENE (1073 Robinson) ol	1818	..	..	0.86							
OPHENE (1073 Robinson) ol	18Q	..	..	0.95							
OPHENE (1073 Robinson) ol	18QH	..	..	0.98							
OPHENE (1073 Robinson) ol	18QHT	..	..	1.15							
OPHENE (1073 Robinson) ol	18½F	..	..	0.33							
OPHENE (1073 Robinson) ol	14F	..	..	0.36							
OPHENE (1073 Robinson) ol	1818F	..	..	0.53							
OPHENE (1073 Robinson) ol	14QF	..	..	0.60							
OPHENE (1073 Robinson) ol	62	..	..	1.15							
OPHENE (1073 Robinson) ol	64	..	..	1.40							
OPHENE (1073 Robinson) ol	66	..	..	1.00							
OPHENE (1073 Robinson) ol	68	..	..	1.25							
OPHENE (1073 Robinson) ol	620	..	..	5.00							
OPHENE (1073 Robinson) ol	82	..	..	14.00							
OPHENE (1073 Robinson) ol	609	..	..	10.50							
OPHENE (1073 Robinson) ol	62F	..	..	0.60							
OPHENE (1073 Robinson) ol	64F	..	..	0.70							
OPHENE (1073 Robinson) ol	923	..	..	10.50							
OPHENE (1073 Robinson) ol	925	..	..	12.50							
OPHENE (1073 Robinson) ol	931	..	..	6.00							
OPHENE (1073 Robinson) ol	929	..	..	7.50							
OPHENE (1073 Robinson) ol	71	..	..	1.55							
OPHENE (1073 Robinson) ol	71Q	..	..	2.00							
OPHENE (1073 Robinson) ol	29QF	..	..	2.00							
OPHENE (1073 Robinson) ol	48/2	..	..	2.00							
OPHENE (1073 Robinson) ol	707	..	..	0.50							
OPHENE (1073 Robinson) ol	67/1	..	..	0.25							
OPHENE (1073 Robinson) ol	67/2, 30/2	..	..	0.30							
OPHENE (1073 Robinson) ol	29Q	..	..	0.60							
OPHENE (1073 Robinson) ol	48/2	..	..	0.44							
OPHENE (1073 Robinson) ol	EE WISHES (412 Elida Gibbs) bath	2.925dz	0.73dz	0.39							
OPHENE (1073 Robinson) ol	R (1613 HPL) uum flasks										
OPHENE (1073 Robinson) ol	TR3-10	..	..	4.31							
OPHENE (1073 Robinson) ol	CTR3-10	..	..	4.31							
OPHENE (1073 Robinson) ol	TRS-10	..	..	6.08							
OPHENE (1073 Robinson) ol	TRX-10	..	..	4.47							
OPHENE (1073 Robinson) ol	TM2-10	..	..	4.47							
OPHENE (1073 Robinson) ol	SA6.5	..	..	5.27							
OPHENE (1073 Robinson) ol	T-10	..	..	5.42							
OPHENE (1073 Robinson) ol	C/T-10	..	..	5.42							
OPHENE (1073 Robinson) ol	TRD-10	..	..	6.28							
OPHENE (1073 Robinson) ol	TRF-10	..	..	5.78							
OPHENE (1073 Robinson) ol	TRC-10	..	..	6.50							
OPHENE (1073 Robinson) ol	HF-10	..	..	7.23							
OPHENE (1073 Robinson) ol	ACC-13	..	..	7.88							
OPHENE (1073 Robinson) ol	M10	..	..	7.56							
OPHENE (1073 Robinson) ol	M13	..	..	8.33							
OPHENE (1073 Robinson) ol	M16	..	..	8.84							
OPHENE (1073 Robinson) ol	M19	..	..	9.62							
OPHENE (1073 Robinson) ol	MP19	..	..	12.72							
OPHENE (1073 Robinson) ol	EP19	..	..	13.53							
OPHENE (1073 Robinson) ol	TR3-10	..	..	4.84							
OPHENE (1073 Robinson) ol	creamer	..	..	6.85							
OPHENE (1073 Robinson) ol	spare cups	..	..	0.84							
OPHENE (1073 Robinson) ol	jar	IJ10	..	5.48							
OPHENE (1073 Robinson) ol	IJ12	..	..	6.28							
OPHENE (1073 Robinson) ol	IJR10	..	..	6.15							
OPHENE (1073 Robinson) ol	IJR12	..	..	6.55							
OPHENE (1073 Robinson) ol	shaver	API	..	6.30							
OPHENE (1073 Robinson) ol	DERM (518 Glaxo) ream	15 g	0.20	0.27							
OPHENE (1073 Robinson) ol	ETTE (525 Golden)	3.54dz	0.88dz	0.50							
OPHENE (1073 Robinson) ol	Y TOT (848 Minnesota) ough mixture	55 ml	1.08dz	0.27dz	0.15						
OPHENE (1073 Robinson) ol	Y TOT (848 Minnesota) rrhoea mixture	60 ml	1.08dz	0.27dz	0.15						
OPHENE (1073 Robinson) ol	AL (533 Grabowski) plets	42	2.40dz	0.60dz	0.35						
OPHENE (1073 Robinson) ol	I (1242 Toni) me permanent										
OPHENE (1073 Robinson) ol	regular, super and gentle										
OPHENE (1073 Robinson) ol	whole head tip	4.31dz	1.03dz	0.59							
OPHENE (1073 Robinson) ol	MILEN (68 Astra) e drops 0.25%	5 ml	0.60	0.39	†s1s4A						
OPHENE (1073 Robinson) ol	0.5% 5 ml	0.75			†s1s4A						
OPHENE (1073 Robinson) ol	OMYCIN (147 Boots) plets 250 mg	100	0.75	..	..	TS					
OPHENE (1073 Robinson) ol	1000	7.20	..	..	TS	TS					
TRENIMON (97 Bayer) dry substance											
TRENIMON (97 Bayer) ampoules 0.2 mg	5		3.70								
TRENIMON (97 Bayer) tablets	30		2.46								
TRENIMON (97 Bayer) tablets				5.55	†s1s4A						
TRENIMON (97 Bayer) tablets				3.69	†s1s4A						
TRILL (967 Petfoods) handy				2.40	0.38	0.07					
TRILL (967 Petfoods) handy	(4 dz)		(4 dz)								
TRILL (967 Petfoods) large	2.06		0.32		0.12						
TRILL (967 Petfoods) (2 dz)											
TRISILLAC (576 PH) dp 500 ml	0.34		..	0.51							
TRISILLAC (576 PH) dp 2 l	1.02		..	1.53							
TUBEGAUZ (1108 SMC) retail pack				1.52dz	..	0.19					
TUBEGAUZ (1108 SMC) refill No 01 x 5 yd				1.12dz	..	0.14					
TUBEGAUZ (1108 SMC) (distributors 93 BJ)											
TUBEGAUZ (1108 SMC) No. 00	0.22		..	0.33							
TUBEGAUZ (1108 SMC) No. 01	0.25		..	0.37							
TUBEGAUZ (1108 SMC) No. 12	0.27		..	0.40							
TUBEGAUZ (1108 SMC) No. 34	0.48		..	0.72							
TUBEGAUZ (1108 SMC) No. 56	0.57		..	0.85							
TUBEGAUZ (1108 SMC) No. 78	0.72		..	1.08							
TUBEGAUZ (1108 SMC) T1	0.89		..	1.33							
TUBEGAUZ (1108 SMC) T2	1.08		..	1.62							
TUBEGAUZ (1108 SMC) applicators											
TUBEGAUZ (1108 SMC) No. 00	0.12		..	0.18							
TUBEGAUZ (1108 SMC) No. 0	0.12		..	0.18							
TUBEGAUZ (1108 SMC) No. 1	0.40		..	0.60							
TUBEGAUZ (1108 SMC) No. 2	0.42		..	0.63							
TUBEGAUZ (1108 SMC) No. 3	0.48		..	0.72							
TUBEGAUZ (1108 SMC) No. 4	0.54		..	0.81							
TUBEGAUZ (1108 SMC) No. 5	0.60		..	0.90							
TUBEGAUZ (1108 SMC) No. 6	0.68		..	1.02							
TUBEGAUZ (1108 SMC) No. 7	0.78		..	1.17							
TUBEGAUZ (1108 SMC) No. 8	0.85		..	1.27							
TUBEGAUZ (1108 SMC) single tube											
TUBEGAUZ (1108 SMC) 574	1.06		..	0.13							
TUBEGAUZ (1108 SMC) 575	1.06		..	0.13							
TUBEGAUZ (1108 SMC) 576	1.26		..	0.16							
TUBEGAUZ (1108 SMC) 577	1.26		..	0.16							
TUBEGAUZ (1108 SMC) 578	1.50		..	0.18							
TUBEGAUZ (1108 SMC) 10m rolls	G3	1.60	..	2.40							
TUBEGAUZ (1108 SMC) 10m rolls	G4	2.40	..	3.60							
TUBEGAUZ (1108 SMC) 10m rolls	G4RT	2.72	..	4.08							
TUBEGAUZ (1108 SMC) 10m rolls	G4X	2.72	..	4.08							

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>VARICO (1127 Seton)</b> (distributors 93 BJ) leg bandage 7.5cm x 2.25m				<b>VIDAL (881 Natura)</b>				<b>WOLTZ ITALIANA (1363 SAL)</b>			
3in x 3yd	0.49	..	..	after shave lotion	50 cc	0.40	0.10	make-up fluid	2.62dz	0.63dz	0.39
				100 cc	0.68	0.17	1.28		3.69dz	0.89dz	0.55
				foam bath	70 g	0.26	0.065	jelle blusher	3.29dz	0.80dz	0.49
				140 g	0.42	0.105	lipstick, mini hot paints	2.62dz	0.63dz	0.39	
				280 g	0.68	0.17	manicure				
				pre-shave lotion	50 cc	0.45	0.112	base coat	1.95dz	0.47dz	0.29
<b>VARIDASE (746 Lederle)</b> topical 125,000 units	2.06	..	..	shave cream aerosol	190 g	0.50	0.125	cuticle remover	1.95dz	0.47dz	0.29
oral tablets	12	1.40	..	lather 100 g	0.30	0.075	cuticle softening creme	2.82dz	0.68dz	0.42	
<b>VARTA (1271 Varta)</b> batteries				soap toilet	130 g	0.42	0.105	nail enamel			
	7001	..	..	deodorant stick and talcum	d			classic regular	2.15dz	0.52dz	0.32
	7002	..	..					pearl	2.82dz	0.68dz	0.42
	7003	..	..					mini regular	1.82dz	0.44dz	0.27
	7201	..	..					pearl	2.03dz	0.49dz	0.30
	7232	..	..					super brilliant	3.49dz	0.85dz	0.52
	7233	..	..					creme	2.82dz	0.68dz	0.42
	7239	..	..					remover lanoline	1.95dz	0.47dz	0.29
	7244	..	..					oily	1.68dz	0.40dz	0.25
	7245	..	..					thinner	1.68dz	0.40dz	0.25
	7251	..	..					top coat	1.95dz	0.47dz	0.29
	7252	..	..								
	7253	..	..								
blue	211	..	..								
	212	..	..								
	213	..	..								
	214	..	..								
	251	..	..								
	201	..	..								
	259	..	..								
	430	..	..								
gold	72	..	..								
	74	..	..								
	236	..	..								
	280	..	..								
	281	..	..								
	283	..	..								
	434	..	..								
red	28	..	..								
	29	..	..								
	72	..	..								
	74	..	..								
	232	..	..								
	233	..	..								
	244	..	..								
	245	..	..								
	434	..	..								
	438	..	..								
	439	..	..								
	489	..	..								
yellow	222	..	..								
	236	..	..								
	239	..	..								
<b>VASELINE (256 CPL)</b> hair cream and conditioner											
	75 cc	1.39dz	0.35dz	0.18							
	135 cc	2.01dz	0.50dz	0.26							
<b>hairspray &amp; conditioner</b>											
	120 g	2.37dz	0.59dz	0.31							
<b>hair tonic &amp; conditioner</b>											
	50 cc	1.495dz	0.375dz	0.20							
	100 cc	2.38dz	0.60dz	0.32							
	160 cc	3.28dz	0.82dz	0.44							
existing entries for hair cream & tonic intensive care lotion											
	295 g	..	..	..	0.49						
<b>VASODEX (61 APC)</b> ophthalmic solution forte 5 ml											
<b>VATENSOL (969 Pfizer)</b> tablets 10 mg	100	1.31									
	40 mg	100	4.92								
<b>VEET'O (1038 R &amp; C)</b> hair removing cream											
	1.735dz	0.435dz	0.22								
	2.155dz	0.54dz	0.27								
	2.93dz	0.735dz	0.38								
lotion	2.96dz	0.74dz	0.39								
<b>VERONA (1276 VPL)</b> bath pearls											
	1.03dz	0.257dz	0.15								
<b>VERS TOI (1350 Worth)</b> parfum											
	Bijou	7 cc	..	..	3.70						
	Flacon Plat	14 cc	..	..	5.00						
	28 cc	..	..	..	8.80						
	Le Medaillon	7 cc	..	..	3.40						
<b>VIACUTAN (1305 WB)</b> tulle 10 x 10 cm	10	0.32	0.08	0.56							
	10 x 10cm	30	0.72	0.18							
existing entry for tulle					d						
<b>VIBAZINE (969 Pfizer)</b> tablets 25 mg	100	1.40									
	50	12.85			†s7						
<b>VIBRAMYCIN (969 Pfizer)</b> capsules 100 mg	10	2.68									
	50	12.85			TS						
syrup 50mg/5ml	30 ml	0.84			TS						
existing entry of 50 ml					d						
<b>VICK (1055 RM)</b> formula 44											
doxylamine cough mixture											
	small	2.20dz	0.55dz	0.29							
	large	3.34dz	0.835dz	0.44							
lozenges regular					40 pkts (40 pkts)						
	2.02	0.505	0.08								
cherry, lemon, blackcurrant	2.115	0.38	0.08								
	(40 pkts)	(40 pkts)									
steam inhalation unit	0.375	..	..	0.49							
<b>VIDAL (881 Natura)</b> after shave lotion											
	50 cc	0.40	0.10	0.75							
	100 cc	0.68	0.17	1.28							
foam bath	70 g	0.26	0.065	0.48							
	140 g	0.42	0.105	0.80							
	280 g	0.68	0.17	1.28							
pre-shave lotion	50 cc	0.45	0.112	0.85							
	190 g	0.50	0.125	0.93							
shave cream aerosol	114 cc	0.215	0.054	0.36							
	200 cc	0.31	0.078	0.51							
lather 100 g	100 g	0.30	0.075	0.56							
soap toilet	130 g	0.42	0.105	0.78							
	deodorant stick and talcum	d									
<b>VITALIS (172 BMCL)</b>											
	57 cc	0.12	0.03	0.20							
	114 cc	0.215	0.054	0.36							
	200 cc	0.31	0.078	0.51							
<b>VITAPLUS (34 A&amp;H)</b>											
	tablets	30	0.26	..	0.39						
	60	0.48	..	..	0.72						
<b>VIVRE (1378 Molyneux)</b>											
	perfume	1/4 oz	..	..	..	3.50					
	1/4 oz	..	..	..	..	4.75					
	1/2 oz	..	..	..	..	7.25					
	1 oz	..	..	..	..	10.90					
	2 oz	..	..	..	..	16.85					
toilet water	2 oz	..	..	..	..	3.75					
	4 oz	..	..	..	..	5.75					
	8 oz	..	..	..	..	8.50					
	14 oz	..	..	..	..	14.75					
<b>WADE'S (1296 Lederle)</b>											
	salve	15 g	0.12	0.03	0.21						
	45 g	0.25	0.06	0.44							
<b>WATE-ON (366 Dendron)</b>											
	emulsion regular	10.11dz	..	..	1.20						
	super	11.79dz	..	..	1.40						
tablets regular	10.11dz	..	..	..	1.20						
	super	11.79dz	..	..	1.40						
<b>WATER PIK (1634 Teledyne)</b>											
	model 49	..	..	..	18.90						
	model 52	..	..	..	26.25						
<b>WELLA (1318 Wella)</b>											
	shampoos										
	almond creme rinse	95 cc	2.40dz	0.60dz	0.35						
	lemon, herbal, medic, satin foundation	120 cc	2.24dz	0.56dz	0.32						
	bottle 55 cc	1.34dz	0.34dz	0.19	0.35	d					
	existing entry for bottle	95 cc	2.40dz	0.60dz	0.35						
	lemon creme rinse 95 cc	90 g	2.16dz	0.54dz	0.32						
	180 g	3.36dz	0.84dz	0.48							
	272 g	4.56dz	1.14dz	0.67							
	524 g	6.96dz	1.74dz	1.01							
	75g, 150g, 250g, 320g & 450g					d					
<b>WELLCOME (208 BW)</b>											
	cholera vaccine	1.5 ml	0.24	..	0.36						
	leptospira antiserum	10 ml	2.00	..	3.00						
	typhoid vaccine	1.5 ml	0.22	..	0.33						
	monovalent	1.5 ml	0.24	..	0.36						
	typhoid-paratyphoid	1.5 ml	0.24	..	0.36						
	T.A.B.	1									

Trade £.p				Tax £.p				Retail £.p				912 O				= Oppenheimer Son & Co Ltd, Sanitas House, Stockwell Green, London SW9 9JJ. 01-274 2076	
English Lavender bath salt tablets	1626	0.228	0.057	0.40				atomiser	2 oz	1.73	0.432	3.20					
Cologne crystallized								parfum	4 oz	2.49	0.622	4.60					
mini spray	7245J	0.371	0.093	0.65					1/2 oz	1.14	0.285	2.10	923 OG				
dusting powder	1709	0.708	0.177	1.24					1/2 oz	1.95	0.487	3.60					
perfume	7280	0.317	0.079	0.56					1 oz	5.35	1.337	9.90	935 Papier Poudre				
	7282	0.360	0.09	0.63					2 oz	8.54	2.135	15.80	964 Personna				
	7283	0.474	0.118	0.83					4 oz	14.70	3.675	27.20					
	7284	0.652	0.163	1.15					8 oz	24.70	6.175	45.70					
	7286	0.942	0.236	1.65					16 oz	41.24	10.31	76.30	1121 Searle				
soap toilet	7288	1.914	0.479	3.35				atomiser de luxe	1 oz	6.16	1.54	11.40					
bath	1662	0.138	0.035	0.22				refill	1 oz	4.76	1.19	8.80					
talcum	1663	0.214	0.054	0.34				diffusette	1/2 oz	2.05	0.512	3.80	1133 Shurzine				
	1707	0.209	0.052	0.37					1/2 oz	3.51	0.877	6.50					
we make up								Satin body perfume	1 oz	0.81	0.205	1.50					
pearly creams/shiners	578	0.215	0.054	0.38					2 oz	1.35	0.337	2.50	1162 Sorex				
Soul Set shadows	584	0.215	0.054	0.38					4 oz	2.16	0.54	4.00					
palettes	584P	0.434	0.108	0.76				Secret de Venus bath and body oil	1/2 oz	1.89	0.472	3.50	1222 Taunton				
quick wink mascara	579	0.334	0.083	0.59					1 oz	3.08	0.77	5.70					
ather finish refill	904	0.220	0.055	0.39					2 oz	5.51	1.377	10.20	1271 Varta				
ather foundation	516	0.311	0.078	0.55					4 oz	8.27	2.067	15.30					
undation cream	1410	0.311	0.078	0.55				8 oz	11.78	2.945	21.80	1276 VPL					
und cream	415	0.255	0.064	0.45				16 oz	17.68	4.42	32.70						
osticks	4469	0.255	0.064	0.45				32 oz	29.46	7.365	54.50	1346 Woodward					
large	4469L	0.300	0.075	0.53				soap	2 1/2 oz	0.27	0.067	0.50					
Soul Shimmer	969	0.255	0.064	0.45				talc de toilette	4 oz	0.59	0.147	1.10	1501 DGL				
large	969L	0.300	0.075	0.53									1627 B&D				
Suki Pearl	568	0.255	0.064	0.45				ZIN CABAND (1127 Seton) (distributors 93 BJ)									
large	568L	0.300	0.075	0.53				zinc paste bandage	2.40dz	..	..	0.30					
oisture tint foundation	517	0.311	0.078	0.55									1628 TOW				
oil polish	590	0.22	0.055	0.39				ZOFLORA (1232 T&R) aerosol air freshener	1.54	..	..	0.20					
ture lipids								disinfectant	2 oz	1.02	..	0.15	1629 Nelson				
ream cleanser	120cc								4 oz	0.175	..	0.27	1630 R&RL				
913	0.504	0.126	0.89					200 ml	0.30	..	0.44						
ream moisturiser	60cc								500 ml	0.64	..	0.96	1631 Mediline				
912	0.504	0.126	0.89						1 l	1.16	..	1.60	1632 Medicomb				
skin freshener	120cc								2 l	2.10	..	2.80	1633 Rochas				
918	0.459	0.114	0.81						8 oz	..	..	d	1634 Teledyne				
tmeal complexion soap	3462	0.138	0.035	0.22									1635 Sas				
oise mist	1440	0.311	0.078	0.55				31 AP	= Allcock Products Ltd, Derby Street, Ormskirk, Lancs. Ormskirk 73344				1636 Lennard				
roll on	1540	0.311	0.078	0.55				228 Carlton	= Carlton Laboratories (UK) Ltd 5 Manor Parade, Salvington Road, Durrington, Worthing, Worthing 63235				1637 Landaw				
se roll on	1140	0.311	0.078	0.55				325 C-A	= Crookes - Anstan Ltd, P.O. Box 94, I Thane Road West, Nottingham NG2 3AA				1638 R&CHD				
in fresher	418L	0.391	0.098	0.69				560 Halewood	= Halewood Chemicals Ltd, Horton Road, Stanwell Moor, Staines, Middlesex. Colnbrook 2402				1639 S.B.A.L.				
perfint	551	0.274	0.069	0.48				599 Henley	= Henleys of Hornsey Ltd, Alexandra Works, Clarendon Road, London N.8. 01-889 3151				1640 Benzon				
amin skin cream	411J	0.274	0.069	0.48				624 Houbigant	= Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey. 02934 71561								
411L	0.436	0.109	0.77					804 Martyn	= Leslie Martyn Ltd, 42A Hargrave Park, London N.19. 01-263 1624								
men								826 Medex	= Medexport Ltd, 45 Berners Street, London W1P 3AD. 01-580 1545								
Black Label								839 Mia	= Mia Cosmetics, 11 Dover Street, London W1X 3PH. 01-499 4741								
after shave	2558J	0.28	0.07	0.49				884 NTD	= Network Technical Distributors Ltd, 335 Hendon Way, London NW4. 01-202 8200								
2558	0.405	0.101	0.71														
anti-perspirant aerosol																	
2542	0.339	0.085	0.60														
stick	2570	0.28	0.07	0.49													
deodorant roll on	2541	0.28	0.07	0.49													
shower talc	2507	0.30	0.075	0.53													
pre-electric shave																	
2522J	0.28	0.07	0.49														
soap	2562	0.138	0.035	0.22													
illiantines																	
lavender oil	1734	0.22	0.055	0.39													
solid	1641	0.22	0.055	0.39													
ave cream brushless	2057	0.238	0.059	0.42													
lather	2056	0.238	0.059	0.42													
aving foam	2051	0.371	0.093	0.65													
aving soap in bowl	2155	0.371	0.093	0.65													
plastic	2055	0.371	0.093	0.65													
wooden	2055	0.56	0.14	0.98													
aving stick	2153	0.238	0.059	0.42													
refill	2054	0.16	0.04	0.28													
after shave	2058J	0.255	0.064	0.45													
2058	0.339	0.085	0.60														
deodorant roll on																	
2040	0.28	0.07	0.49														
stick	2140	0.28	0.07	0.49													
pre-electric shave																	
2022J	0.255	0.064	0.45														
shower talc	2009	0.28	0.07	0.49													
STREL (793 MFL)	7 lb	1.96	..	..	2.45												
(535 Granose)																	
ast extract	3 oz	1.20dz	..	..	0.12 1/2												
	8 oz	2.30dz	..	..	0.24												
	16 oz	3.65dz	..	..	0.38												
ESAN (97 Bayer)	4	0.51			0.76												
LINE (Weil)(961 EGP)	1 oz	0.54	0.135	1.00													
u de Cologne	2 oz	0.97	0.242	1.80													
	4 oz	1.57	0.392	2.90													
	8 oz	2.38	0.595	4.40													
	16 oz	4.11	1.027	7.60													
am bath	6 1/2 oz	0.97	0.242	1.80													
urum de toilette	1 oz	0.92	0.23	1.70													
	2 oz	1.46	0.365	2.70													
	4 oz	2.38	0.595	4.40													
	8 oz	3.84	0.96	7.10													
	16 oz	6.49	1.622	12.00													
atomiser								parfum	2 oz	1.73	0.432	3.20					
									4 oz	2.49	0.622	4.60	923 OG				
									1/2 oz	1.14	0.285	2.10					
									1 oz	1.95	0.487	3.60					
									2 oz	3.46	0.865	6.40					
									1 oz	5.35	1.337	9.90					

# THIS WEEK'S CHANGES

Ring **GEORGE, ORRIDGE & CO.** for  
 Stocktaking — Business Transfers — Assessments

London 01-434 1294/8 Birmingham 021-643 6547 Walsall 0922 28748 Bournemouth 0202 35832 Liverpool 051-236 7523 Glasgow 041-332 7977

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
COREGA (1178 Stafford)				pastilles				POLYFAIR (721 LC)			
denture powder small	1.265dz ..	..	0.15 a	antiseptic throat 50 g	1.07dz	0.27dz	0.16	cream shampoo	2.615dz	0.655dz	0.37 a
medium	2.055dz ..	..	0.24½	blackcurrant & glycerin 50 g	1.04dz	0.18dz	0.15				
large	3.445dz ..	..	0.41	bronchial catarrh 50 g	1.07dz	0.26dz	0.16	POLYHERB (721 LC)			
DENTU-CREME (1178 Stafford)				Creds 50 g	1.07dz	0.26dz	0.16	shampoo sachet	0.43dz	0.11dz	0.06 a
standard	1.17dz	0.29dz	0.16 a	catarrh 50 g	1.07dz	0.26dz	0.16	bottle	1.875dz	0.47dz	0.26
large	1.585dz	0.395dz	0.22	childrens cough 50 g	0.95dz	0.23dz	0.14	PERMANENT wave	3.535dz	0.885dz	0.50 a
economy	2.155dz	0.54dz	0.29½	Envoy 50 g	1.07dz	0.26dz	0.16	POLYSET (721 LC)			
DIMANIN (96 BA)			d	eucalyptus & menthol 50 g	1.13dz	..	0.14	bottle 8 application	1.695dz	0.425dz	0.24 a
DIMANIN (818 M&B)			i	Gee's linctus BPC 50 g	1.13dz	..	0.14	vial 5 application	1.275dz	0.32dz	0.18 i
DIPTEREX (96 BA)			d	glycerin lemon & honey 50 g	0.97dz	0.17dz	0.14	POLYTINT (721 LC)			
DIPTEREX (818 M&B)			i	glycerin thymol 50 g	1.13dz	..	0.14	3.04dz	0.76dz	0.43 ½	
DOCTEUR PIERRE'S (1407 Jaccaz)				liquorice mentholated bronchial 50 g	1.07dz	0.26dz	0.16	PREGESTIMIL (171 BLL)			
eau dentifrice 114 cc	4.05dz	1.01dz	0.61 c	night cough 15	1.07dz	0.26dz	0.16	capsules			d
170 cc	2.40dz	1.43dz	0.86	pholcodine 24	1.25dz	..	0.16	PREGFOL (1352 Wyeth)			i
DOROTHY GRAY (536 GPL)				Ress-Q 1 oz	0.99dz	0.24dz	0.15	capsules 100	0.425	..	0.56½
salon formula	0.82	0.205	1.50 •	tablets sulphur	0.80dz	0.19dz	0.11	PRELUDE (1355 Yardley)			
DRAZA (96 BA)			d	cellobags				mini spray 4345J	0.419	0.105	0.74 a
DRAZA (818 M&B)			i					PROCTOR'S (662 EJ)			
DYLON (816 Mayborn)								Pineyptus pastilles 2 oz	1.49dz	0.36dz	0.22 a
Batik kit	..	..	4.90 •					QUELLADA (1178 Stafford)			a
EFFERDENT (721 LC)								lotion 500 ml	7.20dz		
tablets	12	0.92dz	0.23dz					QUICKIES (451 F&J)			
	20	1.365dz	0.34dz					antiperspirant pads	0.96dz	0.24dz	0.14
	36	2.285dz	0.57dz					eye make-up remover pads	0.96dz	0.24dz	0.14
ELVARON (96 BA)			d					jar 2.40dz	0.60dz	0.35	
ELVARON (818 M&B)			i					face cleansing pads			
FAMEL (690 Keldon)								small 0.82dz	0.21dz	0.12	
syrup	114 ml	1.74dz	0.42dz					large 1.24dz	0.31dz	0.18	
honey & lemon			0.23 •					jar 2.26dz	0.565dz	0.33	
FERRGRADUMET (2 Abbott)								1.24dz	0.31dz	0.18	
Filmtabs blister pack 30	0.32	0.08	c					foot freshener pads			
FERSAMAL (518 Glaxo)								small 0.96dz	0.24dz	0.14	
syrup 200 ml	0.26	..	0.35 c					large 1.24dz	0.30dz	0.18	
FLAIR (1355 Yardley)								nail varnish remover pads	0.96dz	0.24dz	0.14
mini spray 4845J	0.419	0.105	0.74 a					QUOSH (103 Beecham)			
FREESIA (1355 Yardley)								orange, lemon, lime, lemon/lime, orange/			
mini spray 1845J	0.419	0.105	0.74 a					pineapple, grapefruit/			
GANTS (1407 Jaccaz)								pineapple, lemon barley, raspberry, tropical fruit	1.565dz	0.285dz	a
friction gloves	0.65	0.07	1.10 a					REVERIE (1355 Yardley)			
nylon mitts	0.38	0.03	0.55					mini spray 2845J	0.419	0.105	0.74 a
GLYMIEL (1351 WLU)								RUBIS POMPADOUR (1407 Jaccaz)			
jelly large	1.18dz	0.295dz	0.17 a					nail polishing stones 3.00dz	0.75dz	0.46 a	
GOMINA ARGENTINA (1407 Jaccaz)								SCHICK (631 Hudnut)			
hair fixative tube	2.48dz	0.58dz	0.37 a					band razor 7.735dz	1.935dz	1.12 a	
jar	4.54dz	1.05dz	0.67					refill 2.285dz	0.57dz	0.65	
HELENA RUBINSTEIN (596 HR)								dial adjustable razor 7.115dz	1.78dz	1.03	
minute								razor kit Y100 4.835dz	1.21dz	0.70	
brush-on lipcreme	..	..	0.95 •					razor blades 5 3.285	0.82	0.28	
skin life souffle cleansing cream	..	..	2.10					(1½ dz) (1½ dz)			
HUDNUT (631 Hudnut)								double-edged 2.67	0.665	0.19	
Cactus cleanser	3.385dz	0.845dz	0.49 a					(2 dz) (2 dz)			
Cream of Cactus tube	2.07dz	0.52dz	0.30					SEA JADE (1355 Yardley)			
	4.42dz	1.105dz	0.64					mini spray 0.419	0.105	0.74 a	
Fashion style small	2.685dz	0.67dz	0.38					SENSODYNE (1178 Stafford)			
	4.03dz	1.01dz	0.57					Softex toothbrush 1.765dz	..	0.22 a	
Light and Bright	2.19dz	0.55dz	0.31					SIMECO (1352 Wyeth)			
Roll Quick small	1.27dz	0.32dz	0.18					tablets 1.75	0.44	2.77	
	2.335dz	0.585dz	0.33					SONA (1190 SHP)			
JACKSON'S (662 EJ)								tonic bath small 1.295dz	0.31dz	0.17 a	
glucose confectionary								large 1.98dz	0.47dz	0.26	
barley sugar sticks 10	0.70dz	0.12dz	0.10 a					STRESS (978 PYP)			
pastilles								4 lb 1.35	..	1.80 a	
Devon fruit 4 oz	0.72dz	0.12dz	0.10					7 lb 2.10	..	2.80	
travel mints 4 oz	0.79dz	0.14dz	0.11					14 lb 3.60	..	4.80	
lozenges								SUNBEAM (1199 Sunbeam)			
bismuth 25 g	0.85dz							deluxe health lamp 8.56	2.41	16.95 •	
bismuth dispersia								SYLVIA (339 CG)			
50 g	0.99dz	0.24dz	0.15					sanitary towels 10 size 1 1.55dz	..	0.16½	
Brompton 50 g	1.05dz	..	0.13					10 size 2 1.80dz	..	0.19	
lime flavoured sulphur	0.80dz	0.19dz						existing entry for size 1 & 2 d			
minttentes	0.31dz	0.05dz	0.04					TALIKA (708 KI)			
snow mints	0.31dz	0.05dz	0.04					eyelash grower small 4.20dz	1.05dz	0.65 a	
sulphur 50 g	1.05dz	..	0.13					large 6.60dz	1.65dz	1.10	
								TEGRIN (1178 Stafford)			
								shampoo 2.71dz	0.675dz	0.38 a	

for highest nappy profits

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tie-pants and nappy liners

Lewis Woolf Griptight Ltd  
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Telephone 021-472 4211

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ATIES (64 ACL) illes original, blackcurrant, lemon menthol & eucalyptus	0.36dz	0.09	0.05 a	VETZYME (978 PYP) choc drops	0.50dz	0.09dz	0.07 •	X. 89 GERIOMAR (1555 PAP)	Trade £.p	Tax £.p	Retail £.p
OOD (1249 Trufood) nfoods	0.58dz	..	0.06 a	VINCE (721 LC) powder	1.70dz	0.425dz	0.23 a	capsules	30	0.82	0.205
N (96 BA) (818 M&B)				WATERBURY'S (721 LC) compound 16 oz	3.775dz	0.945dz	0.54 a	YARDLEY (1355 Yardley) English Lavender mini spray	0.419	0.105	0.74 a
ORS (957 Perl) e entry				WATER PIK (1634 Teledyne) Touch-Tronic toothbrush cordless, rechargeable	7.00	1.75	12.50 •				
ORS (957 Perl)				WERNET'S (1178 Stafford) denture powder small	1.265dz	..	0.15 a	AMENDMENTS TO KEY TO SUPPLIERS			
EF (1176 Squibb) iles 250 mg	7.20dz	1.80dz	1.00	medium	2.055dz	..	0.24½	325 C-A	= Crookes-Anestan Ltd, P.O.Box 94, 1 Thane Road West, Nottingham NG2 3AA. Nottingham 57431		
500 mg	100	13.50		large	3.445dz	..	0.41	448 Farleys	= Farley's Instant Food Ltd, Torr Lane, Plymouth. 0752 701621		
	20	5.53		super	2.48dz	..	0.29½	1186 Stayne	= Stayne Laboratories Ltd, Greenfields Road, Tindale Crescent, Bishop Auckland, Co. Durham. Bishop Auckland 5281		
125mg/5ml	100	26.65		WILD FERN (1355 Yardley) mini spray 3345J	0.419	0.105	0.74 a				
	100 ml	1.40		WITCH STIK (1363 SAL) solid with hazel 10 g	2.15dz	0.53dz	0.29 i				
250mg/5ml 100 ml	2.81			existing size			d				
				WRIGHT'S (1351 WLU) deodorant stick 70 g	2.39dz	0.60dz	0.34 a				
				talcum powder	1.045dz	0.26dz	0.15				

# CHEMIST & DRUGGIST

## ~~QUARTERLY~~ PRICE LIST

Changes published cumulatively in the Chemist & Druggist

vol 13 no 3 September 1972

Commencing March 1973...

# A new standard in price information services from Chemist & Druggist

**More Frequent** – The main price list, currently issued quarterly, will be published every TWO months from March 1973. Six issues a year instead of four, each updated to save you time and trouble.

**More Convenient Size** – The new Price List will measure 10" deep  $\times$  6½" wide. Easier to handle, quicker to use, it will occupy less space on your counter or in the dispensary.

**More Legible** – A larger type size is being introduced for easier reading and quicker product identification.

**More Information** – Ethical products will be qualified by the approved name to aid rapid cross checking for alternatives.

Cosmetic products forming part of a range will be listed together under the manufacturer's name.

Where appropriate, such products will also appear alphabetically through the Price List, cross referenced to the manufacturer's name.

# Chemist & Druggist

The complete service for retail pharmacy

oants.





Thank you and goodbye.

When Newey decided on a totally new design for all their packs, no-one quite realised the extent to which one can get attached to things like boxes, pieces of card, or small tins.

Which is why our farewell might be considered just a little brusque. We thought it better not to prolong the occasion.

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# Comment

## Going for principles

The National Pharmaceutical Union Executive Committee seems to be having a struggle with its conscience in deciding policy on the "principles" of European pharmacy, adopted by the profession in the Sixties.

Having accepted three of the principles in June of this year, the Executive is now "sharply divided" on the question of out-of-hours service, and proposes to investigate (yet again?) the evidence of inadequate facilities (p. 629). Meanwhile it is held that there is "widespread access" to emergency pharmaceutical services outside normal opening hours.

In its lack of decision, the Executive is undoubtedly reflecting the opinions of the NPU membership—indeed, the profession. There was a similar division of opinion among pharmaceutical committee representatives when they considered the relevant clause in the Linstead report, and among South-London NPU members at a Mallinson House "open day" earlier this year—though there was more general support for a 24-hour service at the British Pharmaceutical Conference in Keele, when co-operation between hospital and general practice pharmacy was mooted as an answer to the problem.

Most of the arguments against the provision of a service have centred on mechanics rather than principles, however, and in the European context it would surely be the "principles" that take precedent at this stage.

Is it possible for the NPU—or anyone in pharmacy—to support the Europeans' claim to a monopoly of medicines sale and supply, limitation of outlets (and a degree of protection from professional

competition), and the duty (and right) to control medicines at all stages from manufacture to dispensing, without at the same time accepting the responsibilities the Europeans themselves propose to accept?

In the "charter for European pharmacy" it is stated that pharmacists brought into association under the Treaty of Rome shall solemnly aver that they have a social function to perform in the interest of public health, which must not be left to individual initiative. This would surely imply that there should be collective responsibility where the provision of a service would bear unduly on certain members of the profession. The Brussels system of a pharmacy being "on duty" for about three one-week periods in a year (C&D October 14, p545) shows that the burden can be distributed fairly in practice.

### Government thinking

There is another "principle" in the EEC pharmacy "charter"—"the pharmacist's fees must be justly proportioned to his responsibilities, obligations, functions and social position." Thus Britain's EEC entry could bring the whole of the European profession's influence to bear on government thinking concerning payment for pharmaceutical services.

At the LPC representatives conference, one delegate made this point in connection with rural dispensing: "If it is difficult for patients to obtain medicines, that is a pharmaceutical, not a medical problem."

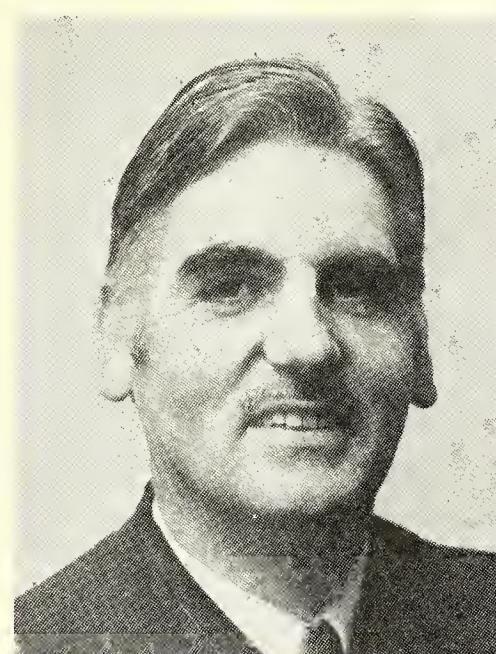
When deciding on "principles" for Europe, it might be better for the profession to be showing how much the public requires the services of the pharmacist—so that in turn, it can demand the right to be paid for providing that service.

## Irish Society's new officers

**Robert J. Semple, MPSI**, the new president of the Pharmaceutical Society of Ireland is a native of Moville, co Donegal. Mr Semple has had experience of many facets of pharmacy including hospital services and community pharmacy; his interests now lie in the pharmaceutical industry and he predicts an expansion of career opportunities for graduates, arising out of the projected growth of the industry in Ireland. He is a member of the Institute of Pharmacy Management.

The new President was first elected to Council in 1958. He has held the offices of treasurer (1968-1970) and of vice-president (1970-1972). He is current chairman of the Post-Graduate Education Committee. He is also a founder member and the first chairman of the Hospital and Public Pharmacists' Association.

Mr Semple is keenly interested in plans for structural changes within pharmacy, necessary to comply with EEC principles.



Mr R. J. Semple

These include the harmonisation of academic qualifications with a view to the mutual recognition of professional qualifications and the enactment of appropriate medicines legislation. The new president hopes that the planned extension of the degree course

to four years' duration will become a reality in the near future. He will urge the early implementation of legislation as proposed by the Poisons Council (*Comhairle na Nimheanna*). Mr Semple aims at maintaining and improving where possible, the good relations existing at present with kindred health professions.

The new vice-president, Dr Boles, comes of a family steeped in pharmacy, his father and a brother and sister being also pharmacists. A quiet, unostentatious worker he has been on the Council since 1965. As a member of the Joint Health Services' Negotiating Committee he played a leading part in the negotiations leading up to the implementation of the new Health services scheme while he has been no less active or effective as the Society's representative on the Working Party on Drug Abuse. He was also the Council's nominee on the joint medical and pharmaceutical committee for the drafting of the Irish national formulary. He is married and has a young family.

Mr E. Burrell who is the Society's treasurer has been keenly interested in pharmaceutical politics since his student days. He is acknowledged as one of the profession's outstanding impromptu speakers and has few peers as an after-dinner speaker.

# Professional News

Conference of Scottish Pharmacists

## The problem of drug misuse: pharmacists and doctors must work together

There is a continuing need for pharmacists and doctors to get together and exchange information concerning the misuse of drugs, said Dr F. Fish, reader in pharmacognosy and forensic science, Strathclyde University, when speaking on "Misuse of drugs" at the conference of Scottish pharmacists held at Aviemore on October 22.

Nobody denied the doctors' right to prescribe as they wished, but "we think they should stop and think how they are prescribing and for whom". Dr Fish questioned whether doctors realised to what extent they contributed to the drug misuse problem. He also added there was need for a policy of education on all aspects of the drug problem at all levels. Education was required for doctors, medical students, those in the paramedical services, teachers and most especially the young.

Pharmacists, who should be intimately associated with health education, must not only be vigilant with regard to the issue and security of drugs, but should also be prepared to pronounce on the real dangers of drug abuse.

### Need for information

Drug misuse was a constantly changing problem and there was a need for reliable up-to-date information. The development of the recent problem could be traced over the past decade, during which there had been a spate of legislation attempting to contain the escalation of drug misuse. That legislation had been responsible for changing the situation. As controls have tightened on one group of drugs, so increases in misuse of other substances have occurred.

Whilst the picture varied, there were a few broad areas—within which CNS drugs figure constantly—where doctors and pharmacists should heed the dangers of over supply. Not all the drugs have accepted places in medicine, but as the expert on drugs, the pharmacist must be knowledgeable also in the totally illicit substances such as LSD, cannabis and other hallucinogens.

In Britain a number of types of dependence were recognised, including those relating to morphine, cocaine (seldom encountered alone, usually associated with diamorphine dependence. LSD, amphetamine, barbiturates and cannabis). To some extent drugs were "convertible currencies" and multiple drug use was not infrequent.

A side effect of the Dangerous Drug Regulations 1968 was that certain addicts, unable to obtain what they regarded as

adequate supplies from drug treatment centres, turned their attention to barbiturates for intravenous use. As an example of the rapid spread of information amongst those in the "scene", not only did it become known that barbiturates would give a "buzz" but also that certain branded products were preferable for that purpose. Hence a certain selectivity in obtaining particular barbiturates by fraud or theft.

Recent Home Office figures show that the total number of addicts has remained fairly stable. Methadone is the commonest drug used by known addicts.

Communication is undoubtedly a factor in drug misuse both at international and local levels. Dr Fish said one was bound to question the policy of some operators in the mass media who not only sought to sensationalise anything and everything concerned with drugs, but who sometimes referred to specific formulated products by their trade names. "This practice is not necessary and is to be deprecated".

A study of the figures and arrests in connection with offences in which drugs were central to the crimes committed in Glasgow since 1969 show:

- (a) a year by year increase, with the first eight months of 1972 giving a total almost equal with that for the whole of 1971.
- (b) the involvement in the main of young people—an increasing number of school age.
- (c) a greater involvement of males.
- (d) the major drug—in the euphoria context—is cannabis.
- (e) the decline in misuse of amphetamines since a voluntary ban on prescribing in January 1971.
- (f) the increasing availability of LSD.
- (g) the emergence of methaqualone, the control of which from 1971 was clearly needed.

Although the figures in relation to the prescribable Dangerous Drugs are relatively small, most refer to pharmacy break-ins and are important in relation to illicit supplies for the recently increased number of "hard drug" users, especially morphine users, in the city.

### Self-poisoning

Another aspect of drug misuse is self-poisoning, a problem involving the pharmacist and in which the general medical practitioner is deeply implicated.

Many millions of prescriptions are issued for sedatives, hypnotics and tranquillisers. A significant quantity of such preparations were not used, but hoarded possibly to be

come the target of "pleasure seeking youngsters or the means of attempted destruction by unhappy and frustrated members of society. Not all self-poisoners were bent on self-destruction but some of them achieve it, especially with hypnotics and more especially if these are consumed with alcohol.

Recent studies at the Western Infirmary, Glasgow, reveal that self-poisoning can now account for 16 per cent of all the adult (over 15 years old) acute medical admissions. The incidence has risen constantly since the inception of NHS but the graph has risen much more steeply in the last decade, the increase coinciding with that found in other forms of drug misuse. The ratio of female: male self-poisoners has narrowed. Barbiturates are used in 10 per cent of cases, other hypnotics—especially methaqualone and to a lesser but still important extent, nitrazepam and glutethimide—as one group, and tranquillisers—chiefly diazepam and chlordiazepoxide—as another, now account for similar percentages of the total, with antidepressants being the major drugs in about 10 per cent of cases. None of the latter group appeared in the 1965 figures.

Most of the aspirin misuse and some of the mis-used paracetamol is obtained over-the-counter sales—but a disturbing fact is that the vast majority of mis-used drugs are prescribed medicines.

## 'Become security minded'

The second contribution is the morning session was by Mr E. M. Dalglish, assistant chief constable, Glasgow. He urged pharmacists to become security minded—"if the thief is kept outside, the dangerous drugs are safe inside".

Nobody wanted to be dragged out of bed at night to see the result of a break-in—nor arrive at his premises on Monday morning to find premises in disarray. Pharmacists should look at their premises and seek the help of the police crime prevention service. Such action would not only be of benefit to the pharmacist but would also help to contribute to reducing the amount of drugs in illicit circulation.

The Misuse of Drugs Act 1971 will impose quite a strict control of drugs covered by the Acts. He understood that certain firms supplying drug cabinets have "jumped the gun" and are making approaches to pharmacists, hospitals and nursing homes. As this part of the proposed new legislation had not become law he was unable to give authoritative approval or disapproval to these cabinets. He recommended pharmacists to be careful if they received any approaches about such cabinets and seek the advice of the local police. There was the possibility of getting approval from the police for systems other than the use of such cabinets, and pharmacists should aim to get "closer to their local police officers" and seek guidance. Nothing but good could come out of such good relationships and they would often avoid the pharmacist becoming involved in drug misuse problems.

A disappointing feature of the security of drugs by retail pharmacists was the lack of response to suggestions to run down stocks. In Glasgow the police carried out a survey of every pharmacy and officer



J. Stewart, chairman of the Scottish Executive, with Macmorran and Mr J. A. Myers



Dr W. R. L. Brown, the Macmorran lecturer, and Mr A. Roxburgh

it round to encourage pharmacists to think about the security of the fabric of pharmacy. They also raised the question of overstocking. Dangerous Drugs of 30-40 year vintage" were found. In these days of good communications and verities such accumulations were unnecessary. He asked pharmacists to find a reasonable "norm" for their stocks. About the forgery of prescriptions, Mr Dalglish said a great deal could be done in curtailing this crime. He did not suggest that every script should be subject to an unreasonably minute scrutiny, but when your suspicion is aroused—when you look at a prescription more than twice at that moment you should check carefully. Don't keep your suspicions to yourself, get on the telephone to the local police.

An early warning system has been instilled in Glasgow whereby the local police contacting either Dr Fish or Dr Iton, could have a message passed to wholesale chemists who will in turn disseminate it to every pharmacist in the area. The scheme had been so successful that it was being used in areas other than the use of drugs.

Could I suggest that you get into a better relationship with your local police drug squad officers, whether it concerned security or any other matter. If you have a problem in connection with drugs, discuss it with them so that appropriate action can be taken. The proceeds of one quantity of drugs being obtained illegally can lead to a great number of people being induced to the misuse of drugs and its terrible consequences."

In the Misuse of Drugs Act 1972 Mr Dalglish said he regretted the omission of control of the intravenous barbiturates. On the matter of education he had some misgivings in respect of teaching people "something of which they have no knowledge" possibly engendering irresponsibility. It might be better to include the dangers of drug abuse in a general education programme linked with the dangers of tobacco, alcohol, etc, removing the possible glamour afforded to "drugs" when dealt with in isolation.

During the discussion some members pointed out that publicity concerning drugs came from the police. Mr Dalglish said it was often difficult to control what should be released.

Another suggested that the "NP" scheme should be banned from CNS drugs. Mr Dalglish reminded everybody that it was a

question of "balance", it was difficult to see where one responsibility ended and another began. When asked about drug treatment clinics, Dr Fish and Mr Dalglish agreed that there was not sufficient provision for treatment at this time. The problem was that there was no one method of approach. It was agreed that only a few could be treated at a time. Facilities are not adequate.

Mr J. Myers suggested that the enormous numbers of prescriptions for barbituates and tranquillisers were "marriage licences" for taking drugs legally. The

police should be lecturing to parents and teachers. "We are failing to teach children how to attack the battle of life."

A member criticised Executive Councils for stamping of prescription forms with the doctor's name and address in addition to his reference number. It gave added information to the would-be forger.

Mr A. Roxburgh, Glasgow, wanted a routine set down for the destruction of Dangerous Drugs, but another member said that his professional integrity had been accepted when he had advised that drugs had been destroyed.

## The hospital pharmacist as an applied scientist

*The first Macmorran Lecture was given by W. R. L. Brown, chief pharmacist, St Bartholomew's hospital, London, at the afternoon session of the Conference of Scottish Pharmacists. The title was "The hospital pharmacist as an applied scientist."*

Dr Brown said his address required two definitions: What is a hospital pharmacist? and What is an applied scientist?

In his view a hospital pharmacist was better referred to as a pharmacist who was practising his profession in a hospital environment.

He continued. "We have grown accustomed or perhaps conditioned to think of and to refer to hospital pharmacists, general practitioner pharmacists, industrial pharmacists and academic pharmacists. I would prefer a terminology which refers to pharmacists practising in hospital, pharmacists engaged in general practice, pharmacists employed in or by the drug and medicines industry and pharmacists engaged in academic pursuits (this meaning teaching, research and learning). The difference in terminology which I prefer is that the word *pharmacist* comes first.

"There may be a variety of ways in which the pharmacist can achieve his professional aims but these aims must be eventually to make a contribution to the wellbeing of the patient. In whatever field of practice we find ourselves functioning as pharmacists, let us not lose sight of these aims as they are the reason for our very existence.

"Wellbeing means a reduction in the time it takes the patient to return to being a fully participating member of the community, or a reduction in the discomfort or pain which he experiences while in an abnormal or diseased state, or, in the final

analysis, in reducing the agony of leaving this life.

"As pharmacists we can contribute to the alleviation of human suffering (directly or indirectly) in all its aspects. It matters not in what field we choose to practise . . . but if we lose sight of our ultimate professional aims then we prostitute our profession. Let us also be clear in our minds that no one field of practice of our profession can function completely independently of the others.

"It is not my objective today to put the entire world of pharmacy to right, but it is my objective to try and demonstrate how the hospital pharmacist can come, at least close to, achieving, what I believe to be the purpose of the profession."

Dr Brown reiterated that the hospital pharmacist could not function in isolation from his fellow pharmacists. He was dependent upon the support of all the other sections of the practice of pharmacy. Further if he did his job properly he would also depend upon collaboration with disciplines practising within the hospital. For example, any one who set out to establish a quality control system for medicinal products in a hospital and ignored the facilities and expertise available in the chemical pathology department was ignoring an opportunity of extending his own expertise and range of activity, of econo-

*Continued on p646*

## The applied scientist's training need

Continued from p645

mising on the use of apparatus and perhaps even contributing to the knowledge, expertise and range of activities of the chemical pathology department.

An applied scientist was, or should be, versed in the knowledge of one or more of the generally recognised scientific disciplines. Pharmacy was fortunate in being multi disciplinary. He should be trained in how to acquire more knowledge and remain familiar with advances in his disciplines. Even more importantly his mind should be trained to 1) recognise a problem, 2) to define it, 3) to devise methods of investigating the problem, 4) to analyse and compare the results of the investigation and, 5) when possible, to reach a conclusion from the investigation or, if a positive conclusion was not possible, at least advance a hypothesis which could lead to further investigations depending on its pertinence. This is a facile definition of a scientist.

The applied scientist, unlike the so called pure scientist brought his essential scientific analytical approach to bear on problems which had an immediate practical significance. There was an interdependence between the two types of scientist since the interests of the pure scientist might be influenced by the use to which the results of his labours were being put by the applied scientist.

### Get close to the patient

So what was in a name? It was obviously a question of degree but equally obviously, "if we accept as our aim the wellbeing of the patient, the closer we get to the patient the more applied our science will be. I would stress here that the development of the role of the pharmacist as a scientist in hospital practice could have a profound effect on the practice of the profession in other fields. The hospital pharmacist is often the first pharmacist the future general medical practitioner or consultant meets and the impression created at that stage can influence the attitude of medical practice in general to pharmacy". If we were to go forward as partners with those in medical practice in improving the well-being of our patients it was important that the first impression was good.

The hospital pharmacist in his aspirations as an applied scientist had potential advantages over his professional colleagues. He, worked in closer proximity to the patient and medical partners than pharmacists practising in either the academic or the industrial field. He had the advantage over the general practice pharmacist of having at his disposal at least potentially more readily available scientific facilities, equipment and collaboration. But whatever he achieved could only be to the benefit of the profession as a whole.

Dr Brown then considered the applied science involved in the dispensing of tablets, bearing in mind the references to recognise, define, investigate analyse, compare and conclude. "First—the mechanics. Is there a problem? Do we walk about too much? Do the patients wait too long? Are the tablets arranged in the best order? Where are they located in relation to the point of receipt of the prescription, the containers, the labels, the point of issue? How do we answer these questions? We draw a plan with flow patterns and measure them—then consider the alternatives. Time the existing operation and decide if it is worth changing everything around. If it is, change it and time the new operation. If the second operation takes longer than the first one we blow 'a gasket' and go back to the first one."

### Worthwhile exercise

Many would call that work study or management and perhaps it was but it was also a simple example of the principles of applied science. If it saved the patient waiting time and released the pharmacist and his staff for other pursuits then it was a worthwhile scientific exercise. There was, however an aspect to this problem other than the mechanics and that was to ensure that the right drug reached the right patient in the proper form and that he knew how to use it as it was intended to be used. "Here is where the pharmacist really becomes an applied scientist and a professional practitioner." Only the pharmacist, not the work study or management expert could appreciate the potential danger of the material being handled, the hazards in their usage and the safety checks necessary in their processing and issue.

The applied scientist should not be content with a procedure which "will do" but would apply science to determine that which was the best one in the use of equipment, space and manpower, compatible with the accuracy required in the product. Having established a procedure, methods must be devised to ensure its continuing efficiency and the faithfulness with which it was followed by its operators. "This is the process of quality control."

"If we look for an example of the production of medicines in hospital practice in which the initial formulation is simple but the subsequent processing of this formulation is complex, we need look no further than intravenous fluids. Firstly we need pyrogenic water. Does the still being used produce pyrogenic water? How does the water get to the point of use? Is there a possibility of microbial contamination? Is there a possibility of the production of pyrogens before the water is used? Are the solids to be dissolved in the water pyrogenic? Do we dissolve and mix these solids effectively? Do we subject the solution to a process which reduces the particulate matter content to an acceptable level? What is an acceptable level? Do we distribute the solution into its final containers in a manner which excludes particulate and/or microbial contamination? And do we secure the container with an adequate closure? (an adequate closure meaning one which will preclude the contamination of the contents of the container during its subsequent sterilisation and storage up to the point of

administration). Do we subject the product to a process of sterilisation which guarantees the sterility of every individual container? Do we then also subject the product to an examination which guarantees its suitability for use with regard to particulate content? Do we ensure that the product reaches the point of administration in a satisfactory state?

"Each and every one of these questions which I have asked should be recognisable as a potential source of pharmaceutical inacceptability. Each should be investigated to find the optimal procedure. The decision on the process to be followed will depend on the results of the whole investigation."

A few hospital pharmacies were inspected by the DHSS and it was recommended that the majority should suspend production of intravenous fluids and the others should be investigated. Later regional pharmacists considered and judged the cases and decisions were made to cease production because the facilities failed to meet the "orange guide". That guide was no more than "applied science". In each case the hospital pharmacist had not been properly equipped or financed and had failed to apply the science of his profession.

It should be recognised that for many years hospital pharmacists had "soldiered on" in spite of staff shortages and difficulties. But that could not continue. "We must not undertake responsibilities without financial reserves and we must demarcate the resources to ensure the creation of job satisfaction. We are individually members of a profession and as such responsible for our actions and in turn we must have the right to expect to be convinced of the corrections of any advice, direction or instruction we receive."

Dr Brown enumerated a number of examples where hospital pharmacists had used "applied science" in their pharmacies mentioning the work of Dr Harold Davis, Dr T. D. Whittet, Mr J. W. Hadgraft, Mr Wing, Mr J. A. Myers, Mr G. Calder, and Mr A. Roxburgh.

### Noel Hall opportunities

There was currently a tremendous reservoir of applied science in hospitals. For too long had there been a dependence on the overtime of dedicated individuals.

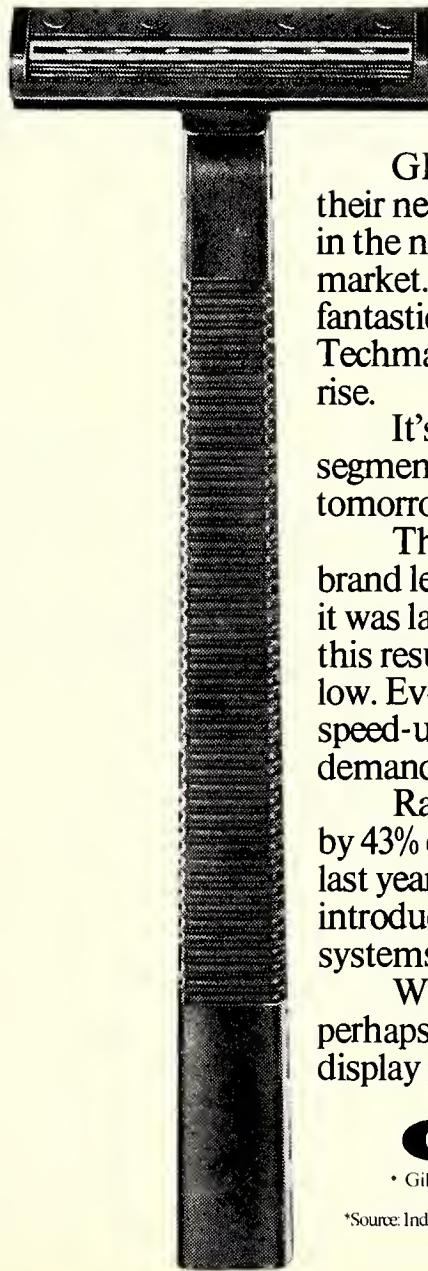
The Noel Hall report had now provided the opportunities throughout the region by the changed career prospects. Dr Brown believed that applied science project could be established and incorporated in the new regional quality control centres by the DHSS.

The new knowledge gained could be fed back to the "centre" and passed out again to all who could benefit. However, it should not be taken that he was suggesting that research was the main job of pharmacists. "Our *raison d'être* is to get medicine to patients," but a full recognition of pharmacy would only come from the research that was undertaken.

Professor Hugh Campbell in thanking the speaker for the lecture mentioned the presence of Mrs Macmorran and other members of the family. He thought there was a need for pharmaceutical educationists to read the lecture. He had known George Macmorran and his views on pharmacy. He knew that he visualised that scientific training should increase.

# Gillette lead 4 to 1\*

## with GII and Techmatic



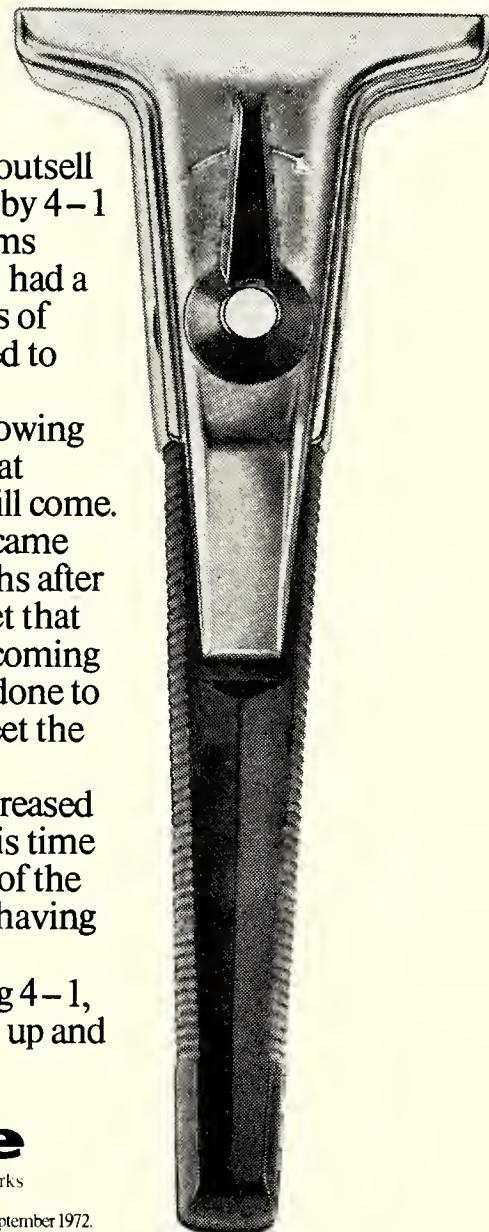
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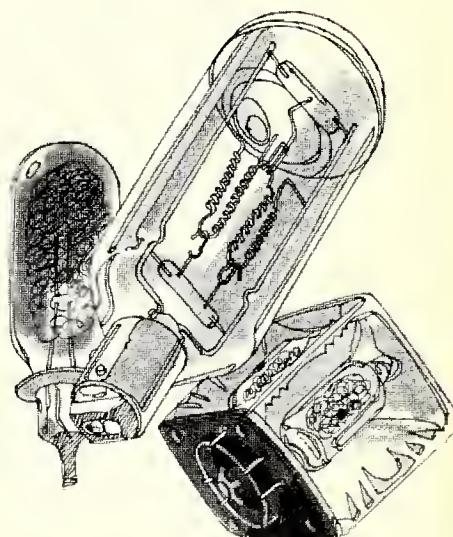
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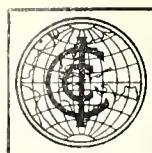
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Anadin 4s	4	48	1.19	0.30
Anadin 8s	7	48	1.97	0.50
Anadin 20s (shrink wrapped)	18	24	2.75	0.69
Anadin 20s (display outer)	18	24	2.75	0.69
Anadin 20s (shrink wrapped)	18	48	5.49	1.38
Anadin 50s (shrink wrapped)	32	6	1.24	0.31
Anadin 50s (shrink wrapped)	32	12	2.46	0.62
Anadin 100s	53	6	2.04	0.51
Anbesol for mouth ulcers	22	12	1.71	0.43
Anne French Cleansing Milk 37cc	15	12	1.09	0.28
Anne French Cleansing Milk 84cc	25	12	1.83	0.46
Anne French Cleansing Milk 206cc	45	6	1.64	0.41
Anne French Moisture Cream Cleanser Tube	20	12	1.47	0.37
Anne French Moisture Cream Cleanser Jar	30	6	1.11	0.28
Anne French Golden Tan	20	12	1.47	0.37
Bismag Powder standard	14	12	1.10	0.28
Bismag Powder large	25	12	1.91	0.48
Bismag Tablets 75s	15	12	1.12	0.28
Bismag Tablets 165s	25	12	1.91	0.48
Bisodol Powder standard	14	12	1.10	0.28
Bisodol Powder large	25	12	1.91	0.48
Bisodol Tablets 30s	15	12	1.14	0.29
Bisodol Tablets 100s	34	6	1.30	0.33
Bisodol Rollmints	7	12	0.54	0.14
Compound W Wart Remover	17	12	1.30	0.33
Dristan Tablets 24s	26	12	2.35	—
Dristan Nasal Mist	22	6	0.99	—
Fibrosine Balm	20	12	1.55	0.39
Freezone Corn Remover	16½	12	1.23	0.31
Glow 5 Beauty Mask Sachet	10	24	1.49	0.38
Glow 5 3-Sachet pack	22	12	1.60	0.40
Immac Cream Sachet	10	24	1.46	0.37
Immac Cream 27g	25	12	1.84	0.46
Immac Cream 54g	40	6	1.45	0.37
Immac Lotion 78g	35	6	1.29	0.33
Immac Aerosol	110	6	3.97	1.00
Kolynos Super White Dental Cream 57g	13	12	1.00	0.25
Kolynos Super White Dental Cream 88g	18	12	1.38	0.35
Kolynos Chlorophyll Toothpaste 45g	13	12	1.00	0.25
Kolynos Fluoride Toothpaste 53g	13	12	1.00	0.25
Kolynos Denture Fixative 19g	14	12	1.25	—
Kolynos Denture Fixative 49g	22	12	1.98	—
Pineate Honey Cough Syrup	18	6	0.69	0.18
Powerin Tablets 12s	15	12	1.19	0.30
Powerin Tablets 30s	29	6	1.11	0.28
Preparation H Ointment 27g	26	12	1.98	0.50
Preparation H Ointment large	45	6	1.71	0.43
Preparation H Suppositories 6's	21	12	1.60	0.40
Preparation H Suppositories 12's	37	6	1.42	0.36
Sek Ointment	24	6	0.91	0.23
Targon Oil and Tar Remover	15	12	1.36	—

1. Fixed retail price for medicinal products, recommended price for other goods.

2. Prices are per standard outer, *not* per dozen.

## ix months' experience of the new Health Scheme

claim by the principal officer of the Department of Health, Dr J. A. Robins, that pharmacists operating the new Health Services scheme in the Eastern Health Board area were receiving a return of approximately 35 per cent on the average prescription item of £0.81, was hotly disputed from the floor during a discussion "A review of the operation of the Health Services for the initial six months". It also was Dr Robins' assertion that cost of medicine for Dublin patients was proving 50 per cent greater than the cost of the doctors' fees.

Mr Sean Hillery and others challenged Dr Robins' figures and claimed that he had distinguished how much of the 35 per cent was actual profit for the pharmacist as opposed to costs and expenses. They pointed out that the pharmacist received an average of 21p per item, of which 3p represented a container cost and a wastage allowance, leaving a net figure of 18p. Dr Robins said it was obvious they were going at cross purposes, but the figures had been given had come from the consumer. He pointed out that at £12.40 for an average patient in Dublin city and county for prescribed medicines alone, the actual rate was considerably higher than Wicklow (£5.85) and Kildare (£4.40). The number of items of medicines and appliances in Dublin worked out at an annual average of 15.4 compared with 6.1 being prescribed in Wicklow and 4.8 in Kildare. In Northern Ireland the annual capita cost of prescribed medicines in the family doctor service was about £6, the average number of items 6.5. Dr Robins said the exceptionally high rate of consumption in Dublin was to some extent influenced by the fairly large number of elderly persons and young children, but the main explanation lay in the fact that patients in Dublin tended to use the free health services rather liber-

### h cost of antibiotics

Robins felt that the figures for cost of care were most likely to reflect what the experience for the rest of the country would be. In volume and cost antibiotics were clearly the main category of medicines in the Eastern Health area, amounting to about 12 per cent of all prescriptions and representing about 13.5 per cent of the total cost. Next came analgesics and antitussives (8.5 per cent), followed by quillers (8.2 per cent) and hypnotics and sedatives (6.1 per cent). A total of 1,000 doctors and 1,178 pharmacists were participating and about 840,000 persons were eligible.

Dr W. E. Boles, the Society's treasurer, said that some pharmacists participating in the Eastern Region had been disappointed in the volume of dispensing and others

had been surprised at its extent. The "spread" had been determined by the distribution of medical card holders and the varying popularity or accessibility of the participating doctors. There had been difficulties of interpretation of the details of the scheme: of the working arrangements for the submission of prescriptions for payment and also difficulties of interpretation of the payment sheet. Dr Boles deplored the action of some pharmacists in canvassing for patients by word of mouth and circular and said it was hard to understand in view of the relatively low payments involved.

When the scheme was being negotiated they had been told that foods, glucose preparations, squashes, wines, Complan, etc, were not being permitted because they were not medicines, but they were still being prescribed in Dublin and the pharmacist was left to do the refusing—which was embarrassing. Dr Boles felt the effect of these prohibited lists was to reintroduce discrimination. It was unacceptable that he should be obliged to censor doctors' prescriptions. If a preparation had any therapeutic value it should be permitted; if it was believed to be of no medicinal value, should it be left on the market at all?

### Restrictions criticised

Drawing attention to the fact that there was a limitation on vaccines, Dr Boles said the pharmacist was the channel of distribution for perhaps 98 per cent of preparations, so why distribute any other medicines at all through another channel? The pharmacist in the Republic was not allowed to hold oxygen but was so permitted in the UK.

Many doctors were under heavy pressure, and there had been a growing number of complaints about illegible prescriptions; with greater work on the pharmacist the time available for resolution of the queries had been much reduced.

Dr Boles said the development of prescribing bigger quantities, thereby reducing the frequency of the patient's visits, must be resisted by pharmacists as it ate into potential earnings. In the Eastern Region the greatest complaint had been the large quantities prescribed on prescription from hospitals. In some cases the forms appeared to have been used as free notepaper and had been given to persons not eligible. It had been exceptional to find a medical card number on hospital prescriptions and in his experience the quantity had been generally in excess of one a month and frequently marked "repeat".

Dr Boles said the dispenser should always code the quantity at the time of dispensing—no matter how busy. It had been said that pharmacists would not need

to check payment sheets, but he felt the sheets should itemise each preparation. A serious complaint was that if a pharmacist dispensed in good faith an item which the Department regarded as an excluded item, he was not paid. Nor was he even informed, and it was only by careful searching of the payment sheet that he could find out.

The main problem experienced in the Eastern Region, said Dr Boles, had been the clerical work which could be heavy if it accumulated. The inception of VAT on November 1 would be a crushing burden on those involved. "I wonder if it will not yet come that some pharmacists will have to close for two or three days to get their affairs sorted out".

In conclusion, Dr Boles said the scheme had been a tremendous help to pharmacists in the Eastern Region many of whom had been literally "hanging on" for years. They had at last fallen into their rightful position in the community. The scheme had meant an average of about £20 extra net profit for each contractor. "We would all like a better reward and this money is hard earned".

Pharmacists had fought hard that a quantity limitation should be written into the doctors' agreement but the Department claimed it would be an interference with the doctor's right to prescribe. "Now, however, we find that the Department, without even consultation, have interfered with, indeed cancelled, the doctor's right to prescribe certain items."

Dr Boles promised that the Committee would work to raise the remuneration to a realistic and adequate level. There would be a review within 18 months and it was written into the agreement that a retrospective adjustment was a possibility. There had been complaints of lack of communication from the "Contractors' Committee" but it would need all the information it could usefully get to make its case and he urged all pharmacists to be vigilant and unrelenting on points of principle. There must be an efficient network ensuring a flow of information both ways. The initial review would be the most important of all and would be the oppor-

Continued on p654

### Advertiser's announcement

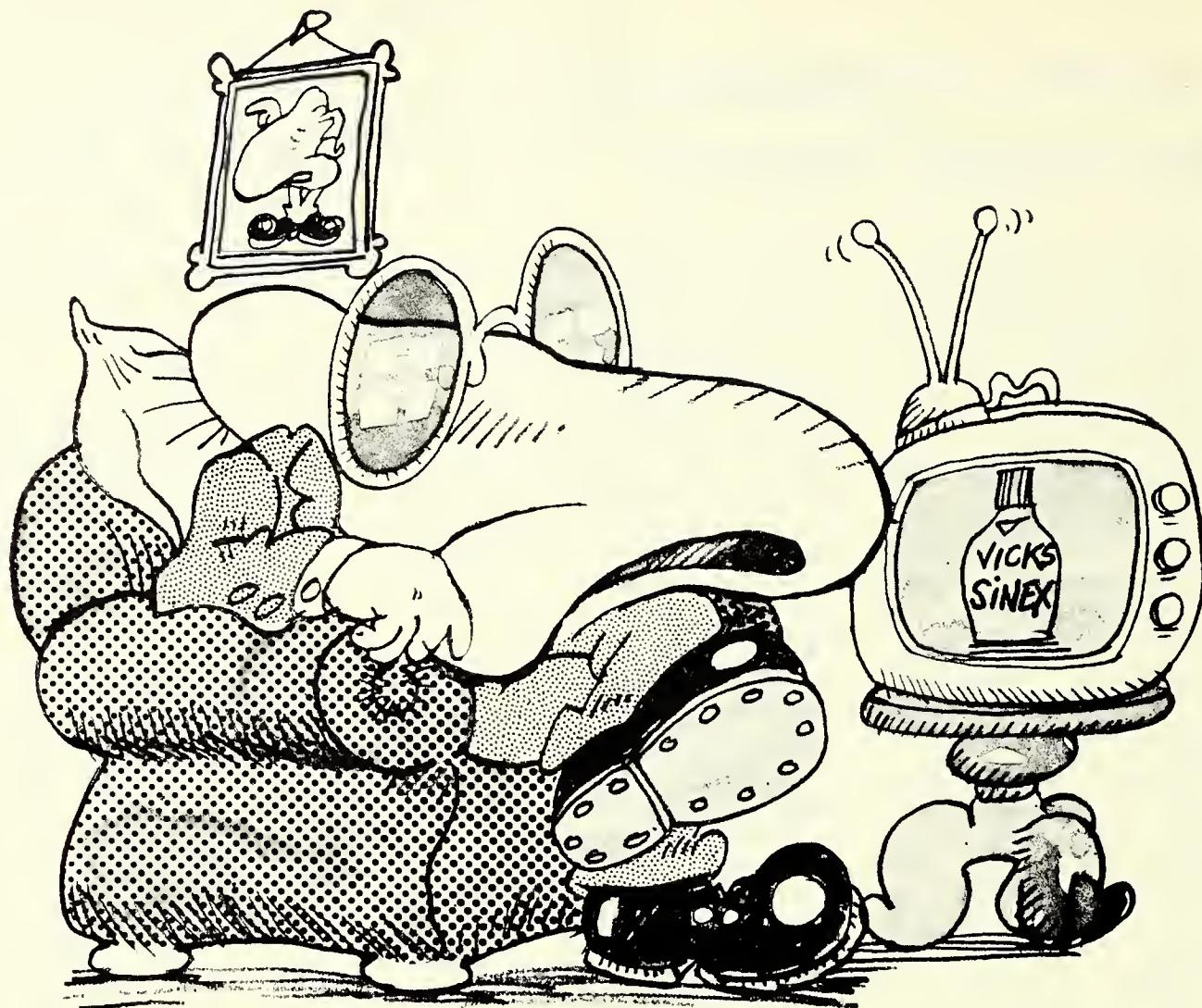
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# Irish Congress

continued from p.651

tunity to get the new scheme on to a proper and economic basis.

Dr Aidan Meade, Eastern Health Board, was of the opinion that doctors should not dispense under the scheme, except in emergencies. There was no inherent right of a patient to over-use drugs. He did not believe that one-third of the population were so indigent that they could not afford to pay something towards the cost of medicines. He suggested there should be a charge, except in the case of old age pensioners, widows and orphans and unemployed. Life-saving drugs could be free; unusually expensive but necessary ones should be subsidised, and luxury ones should be charged.

Dr Meade said the scheme had been started on an unrealistic note because the doctors' fees were low, being subsidised by the dispensary system, while the pharmacists' fees were being subsidised by having to resort to sale of ancillary items such as cameras and cosmetics. As a result the dispensing fee was being subsidised.

Mr J. Burke, president, Irish Drug Association, who presided, stressed that the publicity attached to the cost of drugs was misleading because all the pharmacist was being paid was his fee for dispensing drugs supplied by the Government.

Mr M. F. Walsh believed there should be no VAT on the professional fee. Dr Robins replied that VAT would be added to the payment which the pharmacist received from the central pricing bureau each month so that in effect he would not be paying anything on it.

Mr Walsh said the dentist and optician gave a service to the public but did not pay VAT. He did not agree there should be a difference for a pharmaceutical service. Dr Robins agreed but understood the reason it was payable was that it was not simply a service—a sale of goods was involved. This brought cries of "No" from the floor.

## Ethical standards

Mr P. Duffy, Cork, reminded all pharmacists that it was in their interests to maintain standards and to give the same treatment to card holders as they gave to private patients.

Regarding the suggestion that card holders should pay some charge to subsidise the scheme, Mr Duffy was opposed to any further burden being placed on the community pharmacist, as he would be called on to do the bookkeeping and would not be paid for it.

Mr McAuliffe, Dublin, claimed that many people in Dublin were getting preparations from the pharmacist without health cards but merely with forms being rubber stamped by the hospitals. Dr Robins conceded there had been abuses. In Dublin many people were going direct to hospitals and getting a general practitioners' service there. However, they could not cut these people adrift right away. Hospital prescription cards were given directly to eligible persons—provided they had their official numbers and they could be taken to the community pharmacist. They had now introduced a more restricted system of issue of prescriptions.

Dr Boles said that the number of prescriptions marked "urgent", which carried an extra fee, appeared to be limited in the Eastern area.

Mr Hillery complained that in Limerick city the dispensary was still being used by nine doctors with the result that pharmacists in the area were not able to cope with the prescriptions while those in the outlying areas were not receiving their quota. He wondered if a directive could not be issued to these doctors to seek alternative accommodation? Dr Robins said doctors could not be compelled to practise elsewhere. If they did so they

would have to be provided with alternative accommodation or a grant to improve surgery.

Dr Meade thought these problems could be ironed out at local level between doctors and pharmacists. Mrs Mary Ba said they had a meeting with doctors in the Tipperary area and had no problem.

One member claimed that the pharmacist was being discriminated against having to pay a tax on a professional fee. Burke said they had pressed this and got a fair hearing from the Department of Health but the Department of Finance had turned down the request.

## Minister thanks profession for its co-operation

The Minister for Health, Mr Childers, told more than 500 attending the banquet to mark the close of Congress that there were far too many part-used bottles of expensive medicines and too many unwanted pills and tablets in domestic cupboards.

Many of them represented wasted taxpayers' money and he appealed to family doctors participating in the choice of doctor scheme to be conscious of the wider public interest and to be reasonable in their prescribing habits. He had no intention of interfering with the discretion of doctors to prescribe whatever they thought best for the patients but he had a duty to remind them of the financial implications.

The Minister accepted that many patients felt they were not being given a proper service unless they received medicine, but it did not explain the high bill the taxpayer was being asked to meet. If patients really required medical services to the extent which the figures in the Dublin area suggested, then the situation would be alarming.

Mr Childers commended the Pharmaceutical Society and all pharmacists concerned for carrying out their part of the choice of doctor system. He said they had met in the most splendid way the administrative requirements asked of them and there had been practically no complaints from the public about the service pharmacists offered in connection with the scheme.

"They have followed the detailed instructions with an efficiency I do not believe would be seen in any other walk of life in this country and I want to compliment everybody concerned on their splendid efforts." The Minister concluded: "You are a most responsible body. The vast and overwhelming majority observe the very highest standards in the conduct of your profession".

Mr R. J. Power, president of the Society, who presided, thanked pharmacists. The procuring for pharmacists of the sole right to dispense medicines he described as one of "the Society's greatest achievements". They had discussions on this matter with the Department over a number of years and Mr Power thanked Mr Childers, who was a Minister who looked ahead, for the manner in which he had helped in bringing them to a successful conclusion. The pharmacists in providing the service would ensure that the public got the best possible service. That was what they had promised and he was glad to hear that the Minister

was pleased with the results—they had proven their point.

The president said that pharmacy was also facing changes in the EEC and talks with European colleagues in London over the weekend they had been forthcoming about what Irish pharmacists had before them. The question of harmonisation of standards was vital. However, the Society hoped to implement appropriate courses at the end of the year, with the co-operation of the Department of Education, which would conform with the standards suggested by their colleagues in Europe.

Emphasis would be on professorial pharmacy and the question of the elimination or reduction of commercial activity brought up many issues. The Society had suggested the Minister should consider the implementation of medicines legislation.

Mr T. J. Harty, Congress chairman, proposed the toast of "Ireland". Mr Childers proposed the toast of "The Pharmaceutical Society of Ireland" and Mr Power replied. The toast of "Our guests" was proposed by the Congress president, Mr T. Brosnan, the Bishop of Kerry, Most Rev. Dr Casey, replying.

Mr Power was made an honorary member of the Order of the Golden Rose of the Festival of Kerry and was formally inducted by the president of the Festival, Mrs Margaret Dwyer, in appreciation of the fact that the Congress had been held in Tralee.

## Misuse of drugs

Dr Timothy O'Connell, county physician of Tralee and Hospital, suggested that the adoption by the Republic of the main recommendations of the Swann Committee report would be timely, when he spoke on "Uses and misuses of some modern drugs".

He pointed out that the Committee had held the animal feed additives were economically justified but had recommended that only those antibiotics should be used as feed additives "which have little or no application as therapeutic agents in man or animals and which will not impair the efficiency of a prescribed therapeutic antibiotic or antibiotics through the development of a resistant strain of organism".

Another deplorable abuse of antibiotics in agriculture, he said, was the failure to prevent milk contaminated by antibiotics being sent for human consumption directly and for cheese, etc.

# Market News

## BULL TRADING

London, October 25: There were few important features in the various sectors of the market during the week and inquiry for commodities was at a minimum level.

Price rises in crude drugs included gerian split ginger, pepper, gentian, mon peel, sarsaparilla and quillaia. Aloe aloes was dearer also but the curacao variety again eased. Whole cassia *ligneae* was up by 20 per cent. Among essential oils Bourbon geranium was a little firmer but Mysore sandalwood sed.

## Pharmaceutical chemicals

**ethanol:** (Per proof gal). Synthetic ethanol in 100 bulk gal lots—96 per cent, £0.245 and 99.9 per cent, £0.257 in tank wagon; £0.260 and £0.272 in drums for 900-bulk gal; industrial grade 95 per cent £0.172 in bulk and £0.187 in drums.

**hydrobarbitone:** 50-kg £3.75 kg; sodium £4.30.

**hydrobarbitone:** 50-kg lots £2.65 kg; sodium £2.65.

**barbital:** 50-kg £5.35 kg; sodium £6.

**barbitone:** £5-kg kg for 50-kg lots.

**barbitone:** (50-kg) £4.15 kg; calcium £4.15.

**tridemorphorphan:** Hydrobromide £98.80 kg.

**thadone hydrochloride:** Subject to DDA regulations £0.15 per g for 100-g lots.

**ethylated spirits:** (Per bulk gal, delivered) 45-drums minimum 900 gal, industrial 66 op 324; perfumery quality 68 op £0.377; mineralised op. £0.338. In tank wagon, 2,500-gal the rates £0.301; £0.354, £0.315 respectively.

**cocaine:** Alkaloid and hydrochloride in 25-kg £15 kg.

**cates:** (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
deine		£
aloid	183.00	191.00
trochloride	156.00	164.00
osphate	140.00	146.00
phate	156.00	164.00
morphine		
aloid	212.00	223.00
trochloride	194.00	203.00
ylmorphine		
trochloride	179.00	186.00
orphine		
etate	164.00	171.00
aloid	202.00	211.00
trochloride	165.00	172.00
phate	165.00	172.00
trate	198.00	207.00

**codeine:** Hydrochloride 25-kg lots £17 kg.

**hydrobarbitone:** 50-kg lots £4.85 kg for acid and 15 for sodium.

**emitone:** 25-kg lots £4.24 kg.

**hydrobarbitone:** 50-kg lots £2.20 per kg; sodium £0.40.

**codeine:** 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

**hydroxyisulphathiazole:** 50-kg lots £1.60.

**isostigmine:** Sulphate £1.04 g.

**inalbarbitone:** Sodium and acid £5.35 kg for kg lots.

**hydroxyisulphathiazole:** 50-kg lots £2.40 kg.

**phacetamide:** Sodium BP £2.98 kg.

**phadiazine:** 50-kg lots £2.79 kg.

**phadimidine:** 250-kg lots £2.95 kg; sodium 0.5.

**phaguanidine:** BPC in 250-kg lots £2.13 kg.

**phamerazine:** in 50-kg lots £3.12 per kg.

**phamethylzole:** BP 50-kg lots £3.65 per kg.

**phanilamide:** 50-kg lots £1.40 kg.

**phquinoloxaline:** Sodium, B Vet C in 50-kg lots. 38 kg.

**phathiazole:** 50-kg £1.83 kg.

**mol:** In 1-ton lots £2 per kg.

## Crude drugs

**Aconite:** Spot £1,125 metric ton; £1,000, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £325 spot; £300, cif. Curacao £750 spot; £690, cif.

**Balsams:** (lb) Canada £2.15 spot; shipment £2.10, cif. **Copaiba:** BPC £1.25. **Para:** £0.40. **Peru:** £1.17 £1.12, cif. **Tolu:** BP £0.70.

**Belladonna:** Leaves £300 metric ton spot, herb £250 and root £245.

**Benzoin:** BPC £40 to £42 cwt spot; £37-£40, cif.

**Buchu:** Spot £1.00 per lb; shipment £0.92, cif.

**Camphor:** BP natural powder £0.85 kg spot; £0.80, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No. 1, £0.85; prime seeds £0.90.

**Cascara:** Spot £450 metric ton; no cif offers.

**Cassia:** Ligneal, whole £750 metric ton cif.

**Cherry bark:** Spot £380 metric ton; £370, cif.

**Chillies:** Zanzibar £600 ton afloat.

**Cinnamon bark:** Seychelles £300 ton cif, nominal.

**Nigerian funtua new crop £360.**

**Cinnamon quills:** Ceylon four O's £0.27 lb, quillings £0.14 lb.

**Cloves:** Madagascar £1,450 metric ton, cif.

**Cochineal:** Tenerife black-brilliant £7 kg spot; £6.85, cif. Peruvian silver grey £6.30 spot, £6.25 cif.

**Cocculana:** Spot £700 metric ton.

**Colocynth pulp:** Spot £700 metric ton.

**Dandelion:** Root £410 metric ton spot; £385, cif.

**Ergot:** Spot £3.10 kg.

**Gentian:** Root £460 metric ton spot; £450, cif.

**Ginger:** (ton) Cochin, new crop £245, cif. Jamaican No. 3 £1,050 spot; £850 cif. Nigerian spot £210 spot; £197.50, cif; peeled £310 spot; £285, cif. Sierra Leone, nominal.

**Gums:** **Acacia:** Kordofan cleaned sorts £305 metric ton spot; £280, cif. **Karaya:** No. 2 faq £22 cwt. spot. **Tragacanth:** (cwt) No. 1 spot £300, No. 2 £280.

**Henbane:** Niger spot £430 metric ton; £420, cif.

**Honey:** (Per ton in 6-cwt drums ex warehouse)

Australian light amber £308.50, medium £298.50. Canadian £412.50. Mexican £340. Chinese light amber £297.

**Hydrastis:** Spot £2.80 lb; £2.60, cif.

**Jalap:** No offers.

**Kola nuts:** West African halves £95 spot; shipment £85 metric ton, cif.

**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

**Lemon peel:** Spot £310 metric ton; £290, cif.

**Liquorice root:** (metric ton) Chinese £100. Russian £110. Spray-dried powder £396, delivered. Block juice £431.50.

**Lobelia:** American herb £750 metric ton, cif.

**Lycopodium:** Indian £1.75 lb; Russian £2.25, spot.

**Mace:** Grenada £0.35 lb, fob.

**Menthol:** (kg) Chinese spot £6.95, shipment £6.20, cif. Brazilian spot and Oct-Dec £3.85.

**Nutmeg:** (Per ton, cif) Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.

**Nux vomica:** Shipment £100 metric ton, cif.

**Pepper:** (ton) Sarawak black spot £410; £405, cif; white £610; £590, cif.

**Podophyllum:** Emodi £360 metric ton cif.

**Quillaia:** £525 metric ton nominal.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £84 kg.

**Sarsaparilla:** Spot £0.63 lb; no shipment offers.

**Seeds:** (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £1,060, virtually unobtainable. **Celery:** Indian £340; shipment £265, cif. **Coriander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Chinese £275, cif. **Dill:** Indian, for shipment £155, cif. **Fennel:** Indian £157, cif. Chinese £205 metric ton. **Fenugreek:** Moroccan £69, cif. **Mustard:** £60-£120 spot.

**Seneca:** Canadian £1.75 lb spot; £1.70, cif.

**Senna:** (lb) Tinnevelly No. 3 faq leaves £0.061; pods, hand-picked £0.11; manufacturing £0.081; Alexandria h/p £0.52 ex wharf manufacturing £0.26 nominal.

**Squill:** White spot £290 metric ton, £255, cif.

**Styrax:** £2.30 lb spot; £2.25, cif.

**Tonquin beans:** Angostura £850 metric ton afloat.

**Turmeric:** Madras finger £200 ton; £165 cif.

**Vaferian:** (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.

**Witchhazel leaves:** Spot cleared; new crop £820

## Essential and expressed oils

**Bois de rose:** Spot £3.90 kg; £3.80, cif.

**Citronella:** Ceylon spot £1.18 kg; £1.10, cif. Chinese £1.20 spot; £1.06, cif.

**Geranium:** (kg) Bourbon £16.70; Congo £14.

**Olive:** Spanish £420-£440 long ton, cif; Tunisian £405-£415, cif. Spot duty paid £470.

**Sandalwood:** Mysore spot £13.32. East Indian for shipment £13.40 kg, cif.

# Equipment

## Electronic sales register

The NCR 230 electronic sales register, a totally new development in point-of-sale machines, has been released in the UK by National Cash Register Co Ltd, 206 Marylebone Road, London NW1 6LY.

It incorporates the latest in integrated circuit techniques, which enable considerably more information to be made available for comprehensive product analysis, together with faster and simpler recording of transactions.

Almost any type of retail business could benefit through installing the NCR 230, particularly where analysis over a wide range of merchandise is required—and the NCR 230 has up to 30 department totals, six transaction totals and three balancing totals. These provide up-to-the-minute sales information over all types of transaction, including cash and credit control and with facilities for handling discounts and adding VAT amounts.

## Prescription indicator

The Turn-O-Matic prescription indicator which is increasingly being installed in retail and hospital pharmacies can now be obtained at a special rate through the NPU Group, 321 Chase Road, London N14 5BR.

The system installed in a North London pharmacy was described in *C & D*, September 11, 1971, p 350.

Through the NPU the ticket dispenser costs £21; the indicator panel including transformer, £49 and tickets £0.50 per reel of 1,000.

## Coming events

### Monday, October 30

**Leicestershire Branch, Pharmaceutical Society,** Postgraduate medical centre, Leicester Royal Infirmary, at 8 pm. Dr P. G. Roylance (Beecham Research Laboratories) on "The newer penicillins" (lecture course).

### Tuesday, October 31

**Fife and Stirling Branches, Pharmaceutical Society,** King Malcolm Hotel, Queensferry Road, Dunfermline, at 7.30 pm. Speaker: Dr G. Smith.

**Leeds Branch, National Pharmaceutical Union,** Golden Lion Hotel, Lower Briggate, Leeds, at 8 pm. Mr T. P. Astill (deputy secretary, NPU) on "VAT".

### Wednesday, November 1

**Epsom and Sutton Branch, Pharmaceutical Society,** The New Bull Hotel, Leatherhead, at 8 pm. Annual dinner and dance.

**Liverpool Chemists' Golfing Society,** Adelphi Hotel, Liverpool. Ladies' evening. Tickets (£3.50 each) from Mr O. C. Roberts, 2 Centreville Road, Liverpool 18.

### Thursday, November 2

**Isle of Thanet Branch, Pharmaceutical Society,** Glenwood Hotel, Margate, at 7.30 pm. Annual dinner and dance. Chief guest, Mr A. Aldington.

**Pharmaceutical Society,** 17 Bloomsbury Square, London WC1, at 7 pm. Professor E. J. Shellard (professor of pharmacognosy, Chelsea College, University of London) on "The life and work of E. M. Holmes".

### Friday, November 3

**Scottish Department, Pharmaceutical Society,** 36 York Place, Edinburgh, at 7.45 pm. Professor Abraham Goldberg (professor of materia medica, Glasgow University) on "Science and compassion in modern medicina".

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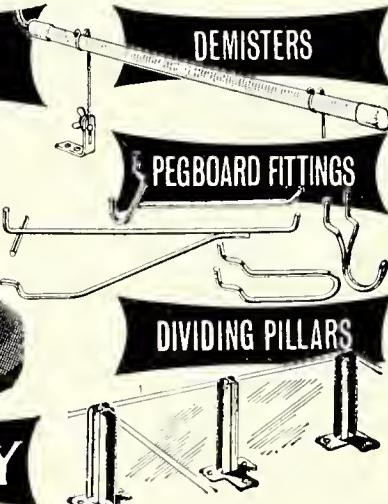
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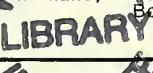
For further details apply to the Chief Pharmacist, Telephone Brookwood 2446, Extension 34.

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Senior Pharmacist required. Whitley Council conditions of service. Salary scale £1689/2100 p.a. plus London Weighting. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

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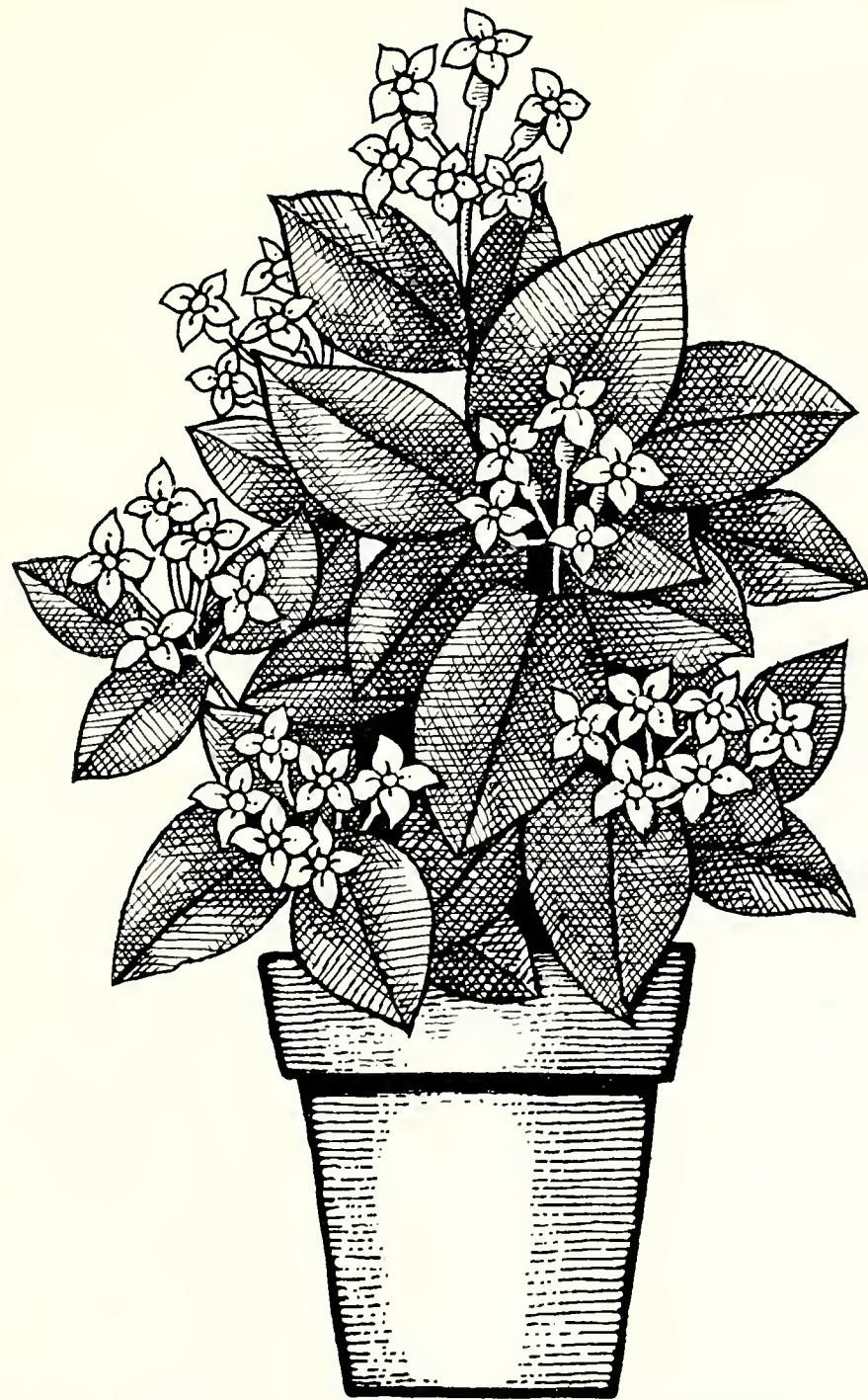
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Now we're backing Face Up with a lot more advertising in mass readership publications like:

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Honey,  
Nineteen,  
Candida,  
Look Now.

The campaign will run from September to pre-Christmas. Just the time when girls will be looking for products to make them look their best.

We've designed a new compact dispenser which will fit neatly on to the most crowded counter — and it comes ready to erect.



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# Beauty Business

SUPPLEMENT TO CHEMIST & DRUGGIST, OCTOBER 28 1972

## Philips Beauty Care Range gets a face lift you can profit from.

### Philips Beauty Care.



We've taken the well tried best sellers, made some valuable improvements, and added a few sure-fire items to our already profitable Beauty Care Range.

Our new products include:  
The four-colour Illuminated Make-up Mirror.  
The "Comfort Special" Hood Hairdryer. The Rechargeable Toothbrush.  
The New Infraphil.

Order these new products, and other favourites in the Beauty Care Range now – they're better than ever.

**We want you to have the best.**

**PHILIPS**

1. Illuminated Make-up Mirror £9.95.
2. Hood Hair Drier 'Comfort' £7.95.
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5. Hood Hair Drier 'Comfort Special' £9.50.
6. Rechargeable Toothbrush £9.95.
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# ROGER&GALLET

## Luxury Toilet Preparations



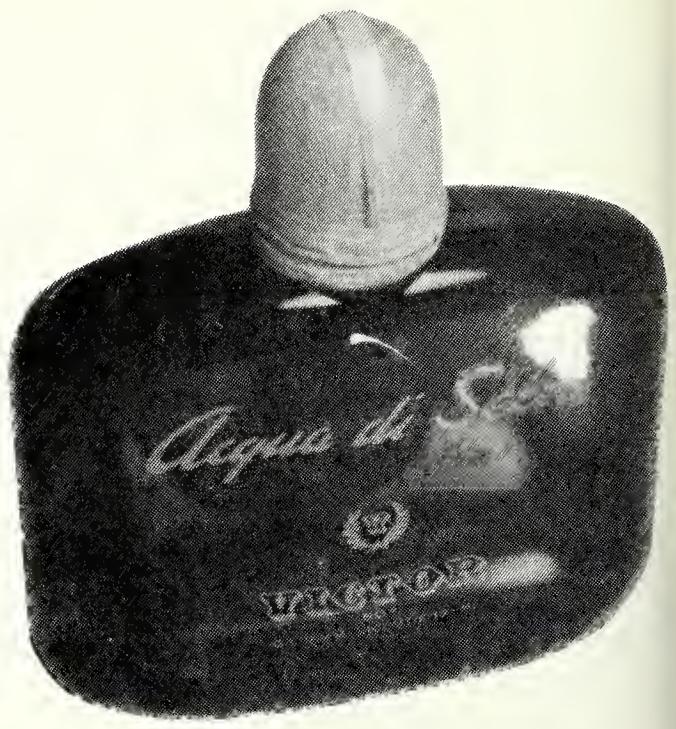
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**VICTOR**  
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# Specast Fashion & Beauty

## CONFIDENTIAL... but ladylike

Hugging, nipped-in waists and revealing decolletés sounds more like the wardrobes used by Rita Hayworth in an old film than terms being used by dress designers to describe their fashions for the coming season. But glamorous and sophisticated are both fashion and cosmetic houses. I like to see us for the onset of winter. The "tomboyish" look, they say, is gone—and in its place a more shapely, fine and well-groomed image. The basis is on suits and dresses as against fashions which have dominated the fashion scene recently; and "After-sixers", "cocktail dresses" and "towns" are creeping back into the dress designer's vocabulary.

Evenings, as far as the fashion pundits concerned, should be a dressed-up affair with fabrics such as black velvet, red taffeta, frilled chiffon and shiny sequins in evidence. There is also a strong influence with halter necks and backs.

Leichner have created their Super Star to fit in with this Thirties trend and is also reminiscent of Liza Minelli's turn-up in the film Cabaret. Important features of the "face" are heavily made-up, fringed eyes; a matt, light complexion; dark pouty lips and a beauty spot to complete the effect! Coty have also

created a new look, aptly called the Glamour Revival, using their range of Air Spun cosmetics. Again, a muted complexion forms the base for glowing colour to be applied to eyelids, nails and lips.

Revlon's Spicy Ices have been launched to add colour to all the pastel blues and pinks as well as classic greys and beiges now so fashionable. They are bright, frosted lipsticks with matching nail enamels plus combination eye shadows. The new Shockers range from Miners can also be used to give a dash of colour.

Perfumes are also reflecting this classic image with a touch of the exotic. Moon Drops Plus from Revlon is a rich floral blend with fruity overtones aimed at the sophisticated woman. And Norell, a new American perfume, is also a modern-blend floral with soft, green notes. It is, say the makers, the "ultimate definition of a grand perfume" and should be worn by those women who enjoy making an entrance!

Hair is soft and unconstrained with the bob still very popular, fitting in well with either the elegant day-time look or the glamorous Thirties theme for evening. Blonde, say hairdressers, remains the leading colour but copper highlights are also recommended as being attractive with the muted fashion colours.

It can be said with certainty that the coming months will be cold—but with all the choice of "looks" to pick from, whether it be cool and dignified or dramatic and bold, it will certainly not be drab.



Illustration, courtesy of Leichner



Illustration, courtesy of Coty



Illustration, courtesy of Revlon



Illustration, courtesy of Clearasil

## Beauty Business Editor: A. Wright

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# The Gift of Perfume

By Elizabeth Anderson

DESPITE the fact that the fragrance industry is making increasing efforts to set up year-through promotions on perfume—planning Spring launches for new perfumes, creating special summer fragrances and developing new perfume forms, such as perfume sticks—the significant majority of perfume sales are *still* in the pre-Christmas period. A skilful salesgirl can do much to help her customer find the right scent, so it might be helpful for her to do a little homework now so as to be sure that she is on her toes for the Christmas rush!



There is something very special, exciting and adventurous about a gift of perfume. Its ingredients are gathered from every corner of the globe. Some of the ingredients are sweetly fragrant, some strike sharp notes, some are used to blend odour of different register, and still others to "fix" the perfume, holding all its various notes together in a rich, round fragrance.

It is fascinating to consider the wealth contained in the amber-glimting liquid imprisoned in a perfume bottle. Flower of all kinds: roses from Bulgaria (behind the Iron Curtain), jasmin and orange blossom from Grasse, neroli from Algeria, frangipani from the West Indies and, from the island of Réunion, the romantic ylang-ylang—which translates to "flower of flowers".

But floral essences are only the beginning for a perfumer. There are oils, for instance, compounded from grasses, gingergrass from the East Indies, lemongrass from India and citronella from Ceylon. Spices and herbs are used, too; cloves, cassia (the Chinese cinnamon), ginger, caraway, cardamom and rosemary, whilst for a perfume's sharp green notes, citrus oils are used, expressed from lemons grown in Sicily, bergamot in Calabria and from limes. For the out-of-doors, tweedy and woody scents oils are extracted from the bark of some trees, particularly from the sandalwood and cedar, whilst the deep, mysterious patchouli scent comes from leaves and roots.

#### Magic Ingredients

Gums and balsams, unlovely in themselves, also play a part in the symphony of a perfume . . . items like aromatic myrrh, labdanum and galbanum. Last of all, but certainly not least in importance, are the animal-derived products which are used as

atives. Civet from the Abyssinian civet, musk from the Tibetan musk deer, stoeum from the Canadian beaver and ambergris from the whale.

### Perfume and Personality

Everyone knows that perfume should match with the personality of the woman who wears it. Obviously a heavy scent with mental overtones is not going to suit a shy, dizzy blonde, nor will a light and airy fragrance sit happily on a black-haired woman. Check that you know enough about the new perfumes that have arrived on the British market this year to know to whom they could be sensibly suggested, for instance, scents like Cheramy's "Sandrine", a very fresh fragrance created with the modern young woman in mind. It is a blend of hyacinth, narcissus, lilac, and lily of the valley with a hint of fresh mosses, sandalwood and jasmin.

Another is Weil's heady "Weil de Nuit"—a greenly floral perfume with a body musk background and a light pre note. Then there is Hartnell's "forever"—warm and sophisticated with notes of jasmin and rose combined with tuberose, against deeper notes of chouli, vetivert and sandalwood, all tied with a combination of musk, ambergris and civet. "Forever" to quote Mr Hartnell, is as sophisticated and flirtatious as a modern love affair.

Yardley's "Khadine" arrived on your counters only last month . . . an exotic perfume inspired by the East, subtle, sweet and spicy, containing in its formulae of clove and pepper from the East, notes of rose, jasmin and lily of the valley as well as sandalwood, vetivert and chouli.

So did Prince Matchabelli's beautifully packaged "Cachet", a distinctive modern blend with a dynamic green note buried in a subtle floral bouquet.

And the most recent addition of all is Vena's "Nitchevo". Here is a rich fragrance, vibrant and alive, blending romantic full-blown roses with jasmin, tender honeysuckle and orange blossom, spiced with coriander and sage.

### Customer Clues

It used to sizing up your customer so that you can be helpful in the suggestions you make about the kind of perfumes she may like. Or, if you are selling a man buying for a woman—poor chap learn to gently ask a few leading questions about the recipient of his gift, so that you have in your mind a picture of her, and can then lead him quietly "by the nose" to the type of scents you feel may be suitable. Any broad generalisation may be inaccurate in some cases, but they are, for many people, useful guidelines. Let's look at some typical groups.

**The Under Twenties.** Here are the candid personalities . . . swinging . . . experimental . . . totally young and contemporary. Suggest scents like Coty's "Imprevu", "Affair" or "Gala" or Max Factor's "Chontrelle". Elizabeth Arden's "Blue Grass" could suit.

**The Elegant Woman.** She will wear clothes in expensive simplicity, and will know the value of her perfume as her most individual accessory. Choose for her from one of the famous houses . . . one of the classic



Illustration courtesy of Yardley

scents: like Lanvin's "Arpège", Jean d'Albret's "Casque" or Hermès' incomparable "Caleche".

**The Motherly Type.** Perfume will be a real, perhaps only an occasional, pleasure for her, so make it truly worthwhile by recommending a classic floral or floral bouquet. Yardley's "Red Roses" or Picot's cool, fresh "Lilies of the Valley". Floris' "Stephanotis" is enchanting, too . . . a true flower scent with orange blossom and jasmin.

*I recollect with pleasure Lilly Daché saying about perfume . . . "by its attraction to others it creates new ties, new friendships, new affections, even. Most people react instantly to the wearer just as they react to her perfume and invariably explain their feelings in terms of their own experience. I still remember tenderly the little boy who told me years ago 'I love you because you smell like gumdrops, and I love gumdrops'".*



Illustration courtesy of Coty

**The Outdoor Type.** You will recognise her from the list of her hobbies and pastimes . . . and you will know that she will dote on woodsy perfumes. None better than Lenthéric's "Tweed" or Carven's flowery fresh "Ma Griffe".

**The Mature Woman.** This is the woman with greying hair, or perhaps a beautiful white topknot. She'll dress in violet or soft blue or black and be suspicious of the more modern perfumes on your counter. Woo her with Roger & Gallet's classic Extra Vieille Cologne or an old, old favourite that stands the test of time with dignity—Houbigant's "Quelques Fleurs".

**The Business Woman.** Here you will be prescribing for a crisp executive with a brisk, get-on-with-it manner. Spicy, dry

perfumes will suit her like Fabergé's "Aphrodisia"—not nearly so sexy as it sounds, this is a dry, modern blend. Coty's "Emeraude"—a fruity, but provocative blend of lemons, limes and spices—might also fill the bill. Weil's dashing "Antelope" could provide another winner for this lady.

### Perfume is for Pleasure

Never forget to emphasise to your customers that perfume is for pleasure. Perfume is for using. Encourage them not to hoard their fragrant gifts—but to open them up and use them. Of course it is true that perfume, like wine, keeps best in a cool dark place, but it is also true that neither perfume nor wine can be enjoyed until the stopper is removed!

NATURALLY this has led to a feeling that his toiletries are not just useful, or acceptable as some-time gifts, but are necessary and regular aids to his top-to-toe grooming. But there is still a major need to educate the consumer in the function of all the products designed with men in mind. And this is where the authoritative sales girl comes in.

For instance every man has to shave: yet, whilst shaving creams and razors are widely advertised, little promotion is mounted to sell him a skin care item for after shave use. Surely the toughest skin needs something to help it recover from the daily stripping off of its top layer! So familiarise yourself with all the information provided by the manufacturers: read their broadsheets and product inserts and take time to read every word on the package, its method of application, its purpose and its price.

#### Function check

A large part of the male market (apart from basic shaving requisites) are taken up with Colognes, after shave lotions, pre-shave lotions and after shave conditioners.

Of these the Colognes are the most highly perfumed, and are designed for use from top-to-toe. After shave lotions are for use, as the name implies, on the face after shaving: they have a lower concentration of fragrance than Cologne, but usually contain some lubrication to soothe the skin after shaving, and sometimes a dash of menthol for an added astringency to taunt the skin.

Pre-shave lotions have ingredients which encourage the hair bristles to stand up so that they may be more closely shaved. These lotions usually contain a lower level of perfume. After shave conditioners are formulated to soothe a sensitive skin after a shaving session, and have an emollient content that will make compensation to a dry skin for the shaving operation. As a sign of the times Lauder's Aramis, at the top end of the market currently list no less than three after shave conditioners—after shave cream, after shave emulsion and after shave concentrate.

Talcs have basically the same function for men as they do for women, containing special absorbent qualities which help to deodorise during the day, and giving plenty of 'slip' to ensure that clothes can be put on easily after bathing.

Deodorants are, of course, as essential to men as to women, but sales girls can do much to overcome the lingering 'shame factor' and the prejudice that surrounds the subject of perspiration and body odour by a knowledgeable approach to it. The most common forms of deodorant for men are still the lotion type with the roll-on applicator, and the stick variety. But aerosol deodorants are also sliding up the sales charts like those of Fabergé, Dunhill, Lauder's Aramis and Right Guard to name but a few.

Men have been using hair preparations ever since history began so perhaps they are one of the easiest products for you to sell as you have no prejudice to overcome. Some are medicated to keep the scalp healthy and to control dandruff, some have a spirit base which makes them more suitable for greasy hair, other creamy types contain oil to nourish dry hair, and more and more firms are including in

# MALE MARKET PLACE

By Elizabeth Anderson

*Today's man has suddenly taken a dominant role in the world of fashion. Fashions are created especially for him by top designers . . . magazines devote whole sections of their pages to him . . . and men's boutiques frequently outshine women's in the dazzling variety and splendour of their displays.*

Illustration, courtesy of Floris Ltd.



their ranges a shampoo designed specifically for men, so that men can also have some sort of harmony of fragrance.

Specialities have been added to their ranges by some firms catering for the male market. Dunhill, for instance, have rounded off the range which started with a classic Cologne of woody, mossy tones topped with fresh citrus notes, by including a smokers toothpaste. Estee Lauder's Aramis lists not only a bronzing gel in three shades from A1 Fair to A3 Ruddy, but also eye pads for the tired executive and an all weather hand cream.

#### Fragrance choice

Men, thank goodness, come in lots of shapes and sizes; and they lead lots of different kinds of lives . . . and have lots of different kinds of interests. So why shouldn't they be expected—and encouraged—to select a fragrance to their toilet accessories that pleases them, and suits both them and their way of life.

The male animal has the same physiological make-up, as far as the chemistry of his skin is concerned, as the female of the species. And no self-respecting sales girl would expect the same perfume to smell the same on two different women, would they? Now that the male market is established, make the most of it. Flatter your male customer by believing that he has the discrimination to know the difference between a sharp, verbena fragrance and a dry, vetiver one—and the wit to have a preference.

On the other hand, when you are selling

to your male customers, take care.

Many of the firms who first broached the male market with a one-fragrance range have now added other choices. Shulton's Old Spice has been joined by Old Spice Lime, Old Spice Burley, Teak and Oriental Spice; Max Factor's Royal Regiment Original and Royal Regiment Oak moss by Fresh Amber. Fabergé's famous Brut now shares the same stables as Fragonard's Zizanie and Yardley's mark their distinctive Cougar as well as the Lavender and Yardley's Black Label.

Goya's Aqua Manda is another story. Three years ago Goya took the unprecedented step of producing a range of women's bath-and-body-care products and publicising the fact that it was also designed for men as well. To strengthen their claim an after shave for men was added to the range. The formula for this after shave was exactly the same as the women's fragrance with the exception of one ingredient—jasmin—as this was considered to be rather too sweet for the average masculine taste.

Sales of Aqua Manda after shave were far higher than originally anticipated and have continued to grow, and it was this continually maintained growth that led Goya to introduce their complete range of Aqua Manda for men products.

So, man-tailor your selling technique in this briskly expanding field. It is a far cry from the day when just a few men's products were tucked away on a corner of the beauty counter. The male market place can be an exciting and profitable part of any retailer's business.

DAY, there are false eyelashes of every size, density, length and colour to suit every shape of eye. No longer regarded as something to be applied only on special occasions—if at all—false eyelashes are considered by many women to be as necessary to their everyday make-up as lipstick. It's back to basics. Which eyelashes do you recommend? How can they be fitted, and so on . . .

### First things first

uch depends on the shape of the eye and the personality of the wearer. A heavy, dark "vamp" type of lash would look all wrong on the woman who is rather timid and has never worn more than one coat of mascara in her life. Very often brown eyelashes are the most suitable for a newcomer as they lend a softer look, and they are certainly the best choice for an older woman.

### Trim or not to trim

ost eyelash manufacturers discourage the idea of trimming them, except width-wise, as with the amount of choice available in length, and thickness, this is unnecessary. However, if the lash is too long length-wise it can dig into the corner of the eye and cause discomfort. It is best to trim the lash for size against the eye before fitting. An easy way to do this is to hold the lash in a pair of tweezers and measure against the upper lid. If the lash is longer than the lid, trim off a few hairs—one-fifth of an inch at a time—with small, sharp scissors fitting and refitting the length against the lid until the two are matched evenly.

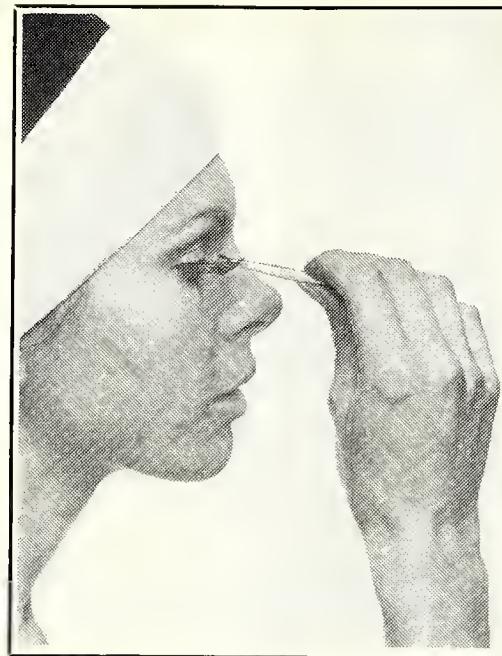
Eyelashes are shaped to the natural curve of the eyelid in the box, but sometimes the wearer's lid is more rounded and, this is the case, gently hold each end of the lash between thumb and forefinger and bend it into a bow shape, flexing it up and down.

### The art of fixing

Even if a woman has bought false eyelashes, she may keep the box on her dressing-table for ages before attempting to fix them on, if she gets round to it at all! But there is a simple way which, once perfected, should take no longer than applying eyeliner. Eylure, well known manufacturers of eyelashes and the first to make them ready-to-wear in a box, suggest this method: pierce the tube of adhesive (found in each box) with the pin provided and squeeze a little onto a tissue. Dip the pin into this. Now grip the lash with tweezers right in the middle of the lash hairs so that the band is slightly extended. Apply a hair line of adhesive along the edge of the band with the pin, making sure it does not spill onto the natural lash hairs.

### Look down

Now look down into a good magnifying mirror, held below the level of the chin. They stress the importance of looking down into the mirror because, they say, only when looking down do the muscles of the eye relax and so helps the eye not to blink. With lashes held in the tweezers, hold above eye-level so the lashes can be brought down towards the lid;



## MORE THAN MEETS THE EYE

*Ever heard those old jokes about false eyelashes being mistaken for spiders or dropping off into the soup?*

*Hopefully, jokes should be the only place where such calamities happen—but perhaps some women half-believe such stories because they never get further than the display stand.*



Illustration courtesy of Coty

placing the mid-point of the lash directly above the centre of the eye and touching it into position as closely as possible to the natural roots. Gently press the base into position right along the lid with tweezers, adding a little extra pressure at the inner and outer corners. The lash adhesive, which looks almost frighteningly white when first applied, becomes invisible as it dries.

### Keeping the curl

To blend natural and false lashes together, use a dry mascara brush and gently brush together in an upward sweep. It is usually best to avoid black eyeliner as it gives a hard effect, use brown or grey instead.

stead. To remove eyelashes, simply hold the lash between thumb and third finger at the outer edge, and gently ease away from the lid.

A fine line of dried adhesive is often left along the band after wear. This should be removed by holding the lash with just the base showing, gripping the edge of the adhesive with tweezers and easing away. Normally the adhesive will come away in one strip, but if it should be obstinate, dip the lash in a little liquid—such as Eylure Lash Cleanse & Curl, and dry with a tissue. Replacing the lashes on the plastic mould they are supplied on will help them to retain their contour shaping. But if, after frequent wearing, the lash curl becomes limp, a useful tip is to slip them inside a slip of greaseproof paper round a pencil and leave overnight.

### Easy as winking

False underlashes are now becoming more widely used, putting paid to the once held belief that underlashes should not be emphasised. They are fixed in very much the same way as all fake lashes, but with two differences. The lashes must curl downward and, Eylure recommend looking straight into the mirror when putting them on, instead of looking down as usual. They should be applied directly under natural lashes, the shortest end nearest the inner corner of the eye and then the whole lash length firmly pressed down.

Practice makes perfect they say, so the more eyelashes women experiment with the better. And today, with all the false eyelashes to choose from, including waterproof, it shouldn't be difficult.

Here is a short list of some of those now available:

Cardinelli: Extremists, which are extra-long but fine; Ragamuffins, separated into fine spikes and available in colours; Tapers, feathery design trimmed into delicate points; Individuals, long individual strands; Understatements and Extra Long Understatements, fine underlashes of extra length.

Eylure: Tiddlywinks, Flutters, Tipsies, Zebras and Ticklers all from the Wash n' Wear range; See Through numbers 1, 2, 3, 4, 7 and 8 which are clusters of permanently curled lash groups spaced out onto a transparent band varying in thickness and length depending on the number. See Through No. 1 to 4 are recommended for every type of eye, but No. 7 and 8 are best for girls with larger eyes who like more emphasis. Newcomers are Naturalites, very natural-looking with an extra-fine band and Movie Greats, called Gigi and Camille respectively. Maybelline: Sweepers, extra long; Natural good for beginners; Eyeflyers, a combination of the natural and spiked look; Lower n' Lower, long lower lashes on a transparent backing strip and newest additions, Teasers, Flutterbyes and Flappers from the Just Lashes range.

Max Factor: Natural Fashion; Pointed Fashion; Extra Long lower lash; Tendrils, feathery and longer at the side to give sweeping effect and Innocents, natural looking tapered lashes.

Mary Quant: Wash n' Wear Lash Fluffs; Loads of lash, which are long strips of lashes where the woman cuts her own lashes and Wisps.

# Wella - fastest growing brand name

Here are some of



## SHAMPOO

A range of new generation shampoos which are superior both in quality and presentation to anything on the U.K. market. Each one is a winner. In sachets and shatterproof bottles with Wella's unique flip-top dispenser.

**Now available in new 120 c.c. bottles.**



## CONDITIONER

Quite simply, the best conditioner available anywhere today. The powerful, full colour campaign will ensure ever-growing sales of this fast moving product.

Display it - you'll sell it.

Single treatment sachets and 3-treatment bottles.

# in hair cosmetics.

the reasons why.



## HAIR SETS

The range of Hair Sets is now a top seller. A powerful new campaign backed up with first-class promotional material will keep sales buoyant. If you don't stock this line you're really missing something.

## COLOR SET

Color Set sells fast wherever it is displayed. The beautiful new packaging sees to that. Color Set will again have powerful support — from both magazine advertising and point-of-sale display.

WELLA

**Wella-we know about hair**

# Looking beyond the look

**B**Y NOW we should all have a fairly clear idea of what manner of woman the cosmetics manufacturers have destined us to be this autumn, as the approaching season is being heralded by the usual battery of fashion "looks", all promising a host of feminine attractions to those who venture to follow.

What difference should all this make to your life—at least behind the counter? For one thing, it should help to make your job easier, when attempting to sort what and how the rash of new products, shades and formulations are supposed to do—and being authoritative when cross-examined by the customer.

Some companies distribute showcards which illustrate their latest "look" and this provides an ideal see-at-a-glance guide to what they intend and the effect that can be achieved with their most up-to-date preparations.

And that is basically what it is all about. Having closely scrutinised the colours and shapes of the garments forecast for the months ahead, the companies produce cosmetics to go with them and create a "look" as a vehicle to help promote them, particularly through women's magazines, where they find a ready home.

But fashion is not the only source of

inspiration—the world of entertainment also frequently provides the launchpad for ideas; it may be a musical show, a film, a particular character or just a general mood. Not to mention that celebrated and captivating young king, Tutankhamun, lying "in state" in the British Museum.

The overall image of the company concerned has also to be taken into account—an up market brand being tied to a fashion look with appeal towards the "raving" teenager would scarcely perform miracles to the sales charts, so the balance between the target customer and making an impact on novelty value has to be carefully measured.

How does it all begin? To find out, *Beauty Business* paid a visit to Charles of the Ritz where Mrs Elizabeth Brand, head of their training school, recreated the Radiant Look, which is being promoted for autumn 1972/spring 1973. This is designed to be versatile, adapting to



suit the personality and age of the individual.

For radiant, read also glowing, as the prime characteristic is a reflection of the back to nature movement, where we all want to glow with health yet few of us do—at least not without some help from our make-up collection. Yet at the same time, the idea is not to be seen to have accepted this help. And bearing in mind that the photograph above shows the result of 20 preparations from the moisturiser onwards, it has succeeded.

## Creative Colour System

A very important part of all this radiance is the Creative Colour System for eyes which is arriving on counter now and is based on some 35 Panne shadows in lustre, translucent and frost, which can be bought separately and clipped together. They can be used in whatever combination is desired, applied layer upon layer—so it would take a mathematical athlete to work out just how many permutations are possible!

Having given the complexion a matt look with Veilessence foundation, a neutral base was applied to the eyelid to blot out any discolouration and to intensify the colour, which consisted of lustre then translucent shadows over the entire lid and frost (below) just under the brow towards the outer corner of the eye and beneath the lower lashes. As the model had deep set eyes, the fold was accentuated by frosted white and to bring them further forward, an extremely fine line of satin liner was drawn, just to colour the roots of the upper lashes. Autolashique mascara was applied to the lashes, followed by brow softener, brushed against the hair with a shaped brush and then smoothed back in the "right" direction with a hard spiral brush.

## More impact

To give the eye area even more impact, it was widened by highlighter swept from the top of the cheekbone round to above the brow-blushing powder, which contains frost, high on the cheekbone and continuing almost to the temples and on the forehead then a darker powder to hollow the cheeks.



# TECHNICAL SERIES—2

## ALL ABOUT NAIL POLISH

Prior to the introduction of nitrocellulose lacquers around 1927, the main polishing agents for nails were powder polish, paste polish and cake polish and the use of these products was entirely mechanical since they relied on buffing the nails to promote gloss. Even after the introduction of liquid nail polishes, Cutex powder polish remained in reasonable demand until 1963, when it was discontinued.

Until 1931, all Cutex nail polishes were imported direct from the United States, but with new duties being levied on cosmetics, it became necessary to manufacture in this country and in 1932 a plant was built which continued production up to the early war years, when lack of essential supplies caused production to be suspended until 1946.

Today the manufacture of nail polish is still a highly-skilled operation, with new ingredients and processes continually being tested and researched and formulas constantly improved.

Consequently, the product rationale given to the formulating chemists is a fairly lengthy document, but these are its salient points. They are required to produce a nail polish which:

- a) adheres to the nail
- b) is flexible enough to avoid chipping  
—ie is not brittle
- c) is water resistant but *not* waterproof  
able period and withstand every day  
passage of moisture through the nail  
must not be inhibited
- d) is durable and tough enough so that  
it may last on the nail for a reasonable  
period and withstand every day  
wear and tear
- e) has no harmful effects when worn  
continually
- f) only contains pigments approved by  
the Food and Drug Administration of  
America
- g) where necessary has a new formula  
which is ahead of fashion trends.

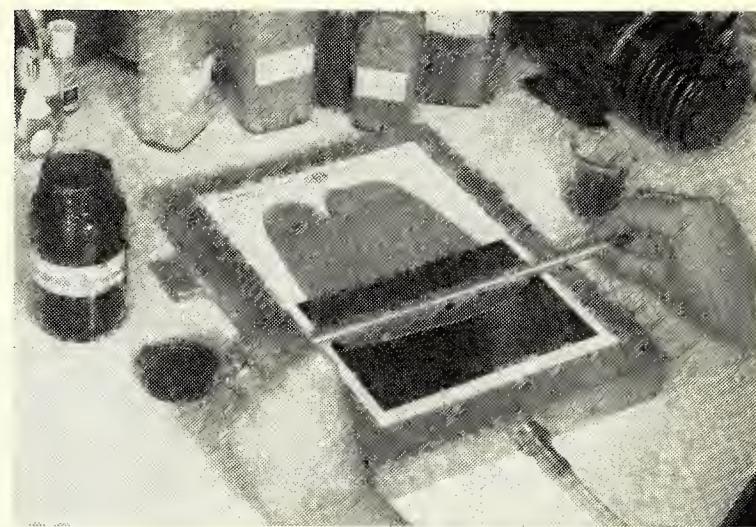
Basically, therefore, a colourless lacquer complying with all these requirements is produced which contains, among other things, nitrocellulose, solvents, a resin, and plasticisers. At this particular stage it is a pale straw coloured liquid and, to prevent discolouration, is stored in special tin or lacquer lined drums. This is the base for creme and opaline polishes.

To transform this modified nitrocellulose solution or lacquer into a creme polish, other ingredients must be added, namely titanium dioxide ( $TiO_2$ ), a suspending agent, and pigments.

Titanium dioxide is a powder which is added to the base lacquer to give the finished nail polish opacity or covering power. Because of its density it tends to settle rapidly, so, as a preventive measure a suspending agent is added.

At this particular stage (when the mixture of suspending agent, lacquer, and  $TiO_2$  look rather like thin white sauce),

Samples of the master standard polish and the new polish are poured side by side on to the hiding-power chart and drawn down with a metal rod, right, and below, pigment paste is added to a trial batch of polish in the laboratory



pigments in paste form are added in exact proportions, to produce the particular shade of polish required.

When manufacturing opaline polish, however, natural pearlescence in paste form derived from herring scales is added immediately before the pigment. No titanium dioxide is added as this could cloud the particular pearly lustre of opaline polish.

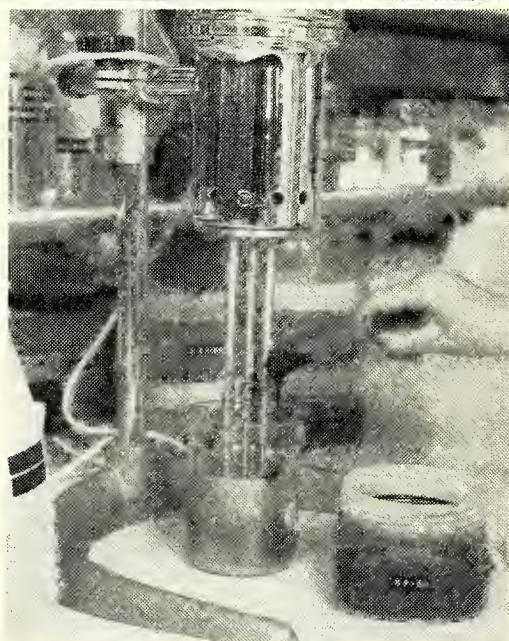
When new shades are required, the laboratory mix trial batches of polish within their colour brief and submit several bottles to the marketing department. After their approval, this polish is then produced in the lacquer compounding room and, as with the first batches of all new polishes, a chemist is present to supervise its manufacture. Samples are taken and instantly checked for shade accuracy and viscosity.

To shade match, the newly made polish is checked against one of the laboratory master standards and matching is done by comparing the two polishes on fingernails, in the bottles, and on a hiding-power chart as shown. Finally in order to control the viscosity of the polish each batch is tested as illustrated. When developing a new formula, other tests are carried out, including the scratch test and the flexibility test.

For the scratch test a thin metal plate coated with polish is scratched by a needle to check the mar-resistance of the polish, ie, how it is going to wear, and for the flexibility test, a film of polish is poured on to a petri dish of mercury then removed, dried and then manually bent at an acute angle to check its flexibility and brittleness.

Once the production batches have been approved for viscosity and shade, the compounded lacquer is filtered through a 100 mesh nylon sieve (10,000 holes per square inch) and taken down to the lacquer room in bulk for bottling, labelling, capping and packing.

Stringent safety precautions are rigidly enforced at every stage of polish manufacture. (Even the photographer had to choose a sunny day as no flash bulbs were



allowed). All machinery is driven by explosion-proof motors in special flame-proofed areas, where even the lights have to be specially flame proofed.

All vessels used are stainless steel, and they are earthed to avoid any build up of static electricity. All tools used in these areas are phosphor bronze to obviate sparking, and in the manufacturing area special air conditioning avoids any solvent vapour build-up.

These precautions are equally rigidly enforced in the lacquer room where the filling, capping and labelling are all done. The bottles slowly move along a conveyor belt and there is a different girl in charge of each particular operation.

Once the bottles are labelled, they are boxed, then stored in the warehouse until required. Even at this stage of production however, representative samples are checked by a quality control officer to ensure that the shade is accurate, the fill weight of the polish is correct, the labels are accurate and the cap is tight, and these findings are recorded for future reference.

# HOW MUCH DO YOU KNOW . . . .

## ABOUT PERFUME ?

Perfumes, cosmetics and soaps contain many and varied raw materials, from many lands all over the world, and all of which must be of the finest quality. When it is realised that a single perfume may contain not less than a hundred ingredients, one begins to appreciate that many hundreds of raw materials must be available to the perfumer. Here are details of a few of the interesting raw materials used in perfume:

### From flowers

**Lavender**—There are many varieties of this plant, some of which are grown both in England and France. The smell of Lavender varies in accordance with the altitude at which it is grown—the higher up the mountain, the sweeter the bouquet.

**Jasmine**—This is grown in all temperate and tropical countries, but the best commercial variety comes from Grasse in Southern France. Jasmine essence is about £40 an ounce.

**Rose**—Several species are cultivated on a large scale in Bulgaria, France, Turkey and Morocco. Bulgarian Otto of Rose at £30 an ounce is one of the best in quality.

**Lilac**—The world's leading chemists, notably in Switzerland, have now produced synthetics which enable the lilac fragrance to be copied very accurately.

### From fruit

**Bergamot**—This fruit is mainly grown in Calabria, in the toe of Italy, but small quantities of Bergamot are produced in the Ivory Coast and Majorca. Grown anywhere else, it is useless to the perfumer. Similar in appearance to an orange or a lemon, it has a more subtle fragrance than either.

**Orange**—The orange tree is the only one whose flowers, leaves and fruit can all be used by the perfumer. This oil from West Africa, Sicily or the United States of America is specially treated to yield an essential ingredient of many perfumes.

### From the seed

**Coriander**—is widely used in perfumery. It is grown in Russia and Holland but the most favoured source is that grown in Hungary. Coriander is also used in many liqueurs for it has such a distinctive flavour.

### From wood

**Sandalwood**—of the many oils obtained from woods, perhaps the most valuable is sandalwood oil. The best quality comes from Mysore in India and from Australia. The bark of the tree is sometimes used to provide boxes and containers for perfumery.

**Rosewood**—The rosewood tree, providing an important perfume oil, is grown in Brazil and Guiana, but at one time, the tree became almost extinct through excessive use



for timber and its cultivation is only now being revived.

### From roots

**Orris root**—Only the root of the white flowering plant is used for perfumery purposes. The irises are cultivated on a large scale near Florence in Italy and the root must be stored for long periods before extraction.

### From leaves and plants

**Patchouli**—Leaves of the patchouli shrub are grown on a large scale in Indonesia and the Seychelles.

**Geranium**—This shrub bears no relation to the flower cultivated in England. It is grown principally in Algeria, Morocco, Madagascar and Kenya. It produces a rich, rosy oil widely used in perfumery.

### From animals

**Musk**—The musk deer, from which this product is obtained, inhabits the high mountains between India and China. The animals are shot or trapped by hunters for their hides and antlers, and for meat. Some

hunters realise that the musk deer gland secretion is sometimes used in expensive perfumery products and will offer it for sale as well, but synthetic musk is now very much in evidence.

**Civet**—In Abyssinia, the wild civet cat is caught and confined in a cage. A rich protein diet results in a high product of the glandular secretion used as a fixative in perfume. Synthetic substitutes are used but are not as effective as the natural product.

**Ambergris**—Lumps of ambergris similar to pumice stone form in the intestine of the sperm whale. The ambergris is vomited and is usually found cast up on the beaches of Australia, Arabia, China, Japan and around Greenland. Used as a valuable fixative in perfume, it is costly.

**Now test your perfume skill and turn to page 16. Answer six questions, plus a tie-breaker, and you might win one of the lovely decanters offered by Yardley, filled with Old Lavender perfume.**

# YOU'LL BE SELLING NOW

## For fragrance

### YARDLEY Khadine

**Selling peg:** Subtle, spicy perfume inspired by the East.  
**Prices:** Perfume £1.25, mini-spray £0.69, foam bath £0.77, talc £0.37, soap £0.22 and Cologne £0.87.

### GERHARDT Fresh 'n Dainty Cologne

**Selling peg:** Perfume Cologne range each formulated in conjunction with Katrina, well known astrologer, and linked to the signs of the Zodiac.  
**Price:** £0.95

### MINERS Eastern Oils

**Selling peg:** Six perfume essences of Patchouli, Musk, Jasmine, Mandarin, Verbena and Sandalwood, all of which form part of the ingredients of conventional perfume ranges. These perfume oils however, can be worn alone, or mixed by the wearer to find their own fragrance.  
**Price:** £0.30

### REVLON Norell

**Selling peg:** A floral perfume created by Norman Norell, American fashion designer.  
**Prices:** Perfume  $\frac{1}{2}$ oz £8.15,  $\frac{1}{2}$ oz £14.20, 1oz £22.75; Perfume spray  $\frac{1}{2}$ oz £7.00, in pouch £11.85; Cologne  $2\frac{1}{2}$ oz £3.95, 4oz £6.00, 8oz £10.00, Cologne spray  $2\frac{1}{2}$ oz £4.60.

## For bath 'n after

### CARDINELLI Bath Additives

**Selling peg:** Foam bath and oil bath packaged in the same attractive "fantasy" theme as their Hoodwinks eyelash range.  
**Prices:** According to size

### VERNON POWELL Verona Bath Pearls

**Selling peg:** Capsules filled with dispersable bath oil supplied assorted in Carnation, Gardinia and Verbena perfumes.  
**Price:** £0.15

### YNTEX Hand and body lotion

**Selling peg:** Contains the same natural skin lipids artefact as other Syntex products.  
**Price:** £0.60

## For skin care

### UNNOXA 41 range

**Selling peg:** Two additions to the 41 range of medicated

products and both aimed at young skins. They are facial mask 41 which refines the skin's texture as well as deep-cleansing it and deodorant anti-perspirant 41 which is also medicated.

**Price:** Mask, £0.05 per sachet and deodorant, £0.57

## For make-up

### MIA COSMETICS

**Selling peg:** A range of skin care and make-up products specially formulated for darker skins. The skin care items are all gel based, as are the eye cosmetics and blusher, and the range includes foundations in 12 shades, face shapers, concealer cream, pearly eye tints and highlighter plus cleanser, conditioner and toner.  
**Prices:** According to item.

### REVLON Spicy Ices

**Selling peg:** A range of warm frosted shades for the lips, nails and eyelids with a choice of four lipsticks plus matching nail enamel. Powdered brush-on eye shadows, two to a compact, are available in four combinations.  
**Prices:** Lipstick £0.65, nail enamel £0.50 and eye shadow compact £1.25.

### MAX FACTOR Whipped Creme lipsticks

**Selling peg:** Two new shades have been added to the range, Red Chili and Silky Lilac.  
**Price:** £0.55

### FONTAREL make-up products

**Selling peg:** A series of make-up preparations to complete Fontarel's range of skin-care products. It consists of three shades of foundation creams, cheeksticks, both loose and compact powder, waterproof roll-on mascara, six eye shadows and 12 lipsticks.  
**Prices:** According to item

### MINERS Shockers

**Selling peg:** A range of products for lips, nails and eyes in luminous, electric colours. Each item, say Miners, contains Day-Glo pigments to give a "fluorescent" effect which is particularly suited to ultra-violet lighting. Shocking Pink and Shocking Red are the nail polish and lipstick shades and the eye shockers kit contains Shocking Pink, Azure, Corrosive Green and Acid Yellow. A lip glosser is also available.  
**Prices:** According to item



## For nails

### CUTEX Nail Body

**Selling peg:** Nail strengthener which cements flaking nails, provides an "elastic" coating which helps prevent nail damage and also conditions them. Available in two shades, Natural or Pink Pearl.  
**Price:** £0.45



## For men

### DANA PERFUMES Canoe Royale

**Selling peg:** A range of toiletries for men with a cool fragrance dashed with Bergamot and other citrus notes for extra freshness.  
**Prices:** after shave £1.85, anti-perspirant £0.47, soap £0.42, puffer talc £1.00, body talc £0.80



### ESTEE LAUDER Aramis

**Selling peg:** Nine Christmas gift sets including the Aramis decanter filled with cologne, the Viceroy which contains 2oz cologne, 4oz aftershave and 6oz each of Shave Foam and Cool Spray Talc, the Vanguard with 6oz Cool Spray talc and 2oz each of cologne and after-shave.  
**Prices:** the Viceroy £7.20, the Vanguard £5.20, the Emissary £5.20



# YOU'LL BE SELLING NOW

## For hair

### EUGENE 10 Day Colour Set

**Selling peg:** A range of hair colours combined with setting powder, each in a 20cc phial: White Silver, Pearl Grey, Honey Brown, Chestnut, Brunette and Lightener.

**Price:** £0.11

### WELLA Almond Creme rinse

**Selling peg:** Scented Almond Creme rinse, which contains almond oil, for dry hair or flyaway hair with static electricity. Available in flip-top bottles.

**Price:** £0.35

### L'OREAL Recital shampoo

**Selling peg:** Specially developed formula shampoo for use on all colour-treated hair. It is the same shampoo as the one included in each pack of Recital colourant and, says L'Oreal, makes hair easy to comb and set after shampooing.

**Price:** £0.07½ per sachet

### CLEARASIL Soft Shampoo

**Selling peg:** A shampoo for greasy hair aimed at the 13-24 age group.

**Price:** £0.49

### BEECHAMS Silvikrin conditioning rinse

**Selling peg:** A conditioning rinse formulated to suit three different hair types; each one containing extra conditioning agents plus the ingredients astringent witchhazel and lemon for greasy hair, herbal tonic for normal hair and almond oil for dry hair.

**Price:** £0.18 (bottle) £0.05 (sachet)

### ROYAL SHIELD

**Selling peg:** A range of products for natural, uncontrived hairstyles such as the "Afro" style. Including conditioner, holding spray, neutraliser shampoo, oil sheen conditioner and blow-out creme.

**Prices:** According to item

## For eyes

### MAYBELLINE Blooming Colours

**Selling peg:** Soft, pearlised eye shadows in a choice of three palettes; each containing four shadows, a four-sided applicator and oval godets.

**Price:** £0.49

### MINERS Water Colour Kit

**Selling peg:** Each kit contains five colours and a pearly mixer plus brush so that women can mix their own shades.

**Price:** £0.41

### MINERS Eye Paint

**Selling peg:** Vivid, non-streaky colour in a tube available in Bright Blue, Violet, Peacock and Lime shades.

**Price:** £0.23

### EYLURE Naturalites

**Selling peg:** A range of false eyelashes with light fixing base for ease of application, consisting of Naturalites No. 1, No. 2 and No. 3 in brown, black or soft black.

**Price:** £0.75

### EYLURE Movie Greats

**Selling peg:** Two new lashes added to the Miss Eylure range of false eyelashes called Gigi and Camille.

**Price:** £0.59

### REVLON Super Rich Shadows

**Selling peg:** A new eye shadow formula containing proteins and moisturisers. Packaged one to a 2in square case, with its own applicator. Available in five frosted shades plus seven unfrosted ones.

**Price:** £0.75

### REVLON Eye Gleamers

**Selling peg:** Five shades added to the range of frosted eye shadows in a tube, which are Vivid Blue Lustre, Vivid Green Lustre, Aqua Lustre, Lilac Lustre and Lilac Lustre.

**Price:** £0.80

### CUTEX Blinkers mascara

**Selling peg:** An automatic mascara in shiny aluminium barrels topped with balls of colour that match the six shades of brush-on mascara inside.

**Price:** £0.65

### RUBINSTEIN Minute lipcreme

**Selling peg:** Lipstick presented in a brush case, available in 12 shades ranging from pale orange to deep burgundy.

**Price:** £0.95

### REVLON Colorshine

**Selling peg:** Five new shades added to the Colorshine range of lip glossers.

**Price:** £0.70

### COTY Honey Pot lip conditioner

**Selling peg:** Colourless lip conditioner containing hydrolysed protein presented in small pot.

**Price:** £0.55



## Coming soon

### OUTDOOR GIRL

Tawny perfume

**Selling peg:** A warm, woody fragrance added to the Tawny range of cosmetics which were created for darker skins.

**Prices:** Handbag size £0.23 and spray mist £0.55

### REVLON Moon Drops Plus

**Selling peg:** A floral perfume with fruity overtones which, say Revlon, because of a high concentration of essential oil content will last a long time.

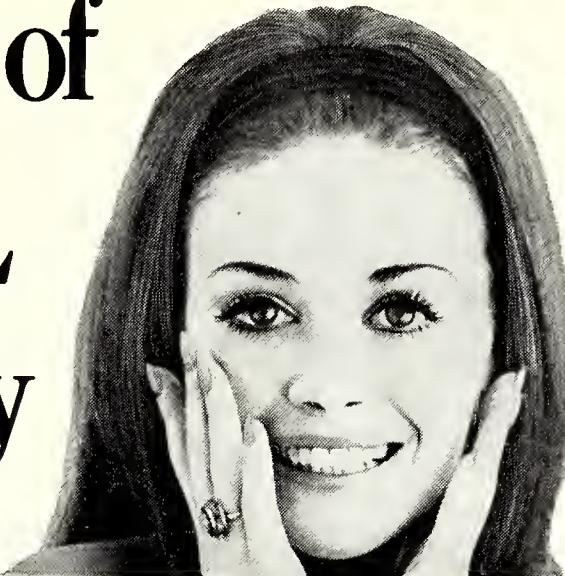
**Prices:** Cologne Plus 2oz £1.65 and 4oz £2.50, Cologne Plus spray mist 2oz £1.95, Perfume Plus spray mist ½oz £2.95

### COTY Protein products

**Selling peg:** Frosted liquid eye shadow with a hydrolysed protein formula which forms a protective moisturising film on the skin; available in six shades. Also Protein mascara and Protein lash conditioner, both with hydrolysed protein to recondition lashes.

**Prices:** Protein eye shadow £0.95, Protein mascara £1.25 and Protein lash conditioner £1.50.

# The touch of REAL Beauty



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In shades of Ivory, Natural, Ochre, Peach,  
Sungold, Apricot, Rachel.

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TUBES No. 3 22p each (Trade £1.30 doz.)  
PLASTIC JARS 38p each (Trade £2.36 doz.)

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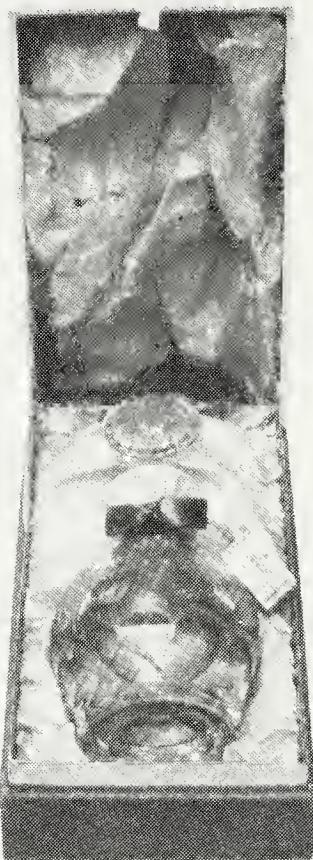
# YARDLEY PERFUME QUIZ

After reading page 11 of this issue, which is all about what goes into a bottle of perfume, perhaps you feel confident enough to try answering the seven questions listed below. The first 25 replies, with the correct answers plus best tie-line, will receive a beautiful decanter from Yardley filled with their well known Old Lavender perfume (pictured on the right). After completing the form, not forgetting name and address, send it to:

The Editor, Yardley perfume quiz, Chemist & Druggist, 25 New Street Square, London EC4A 3JA. Names of the winners will be published in December 16/23 issue of Chemist & Druggist.

## **RULES**

**This competition is open to all readers other than employees and families of Chemist and Druggist, their publishers, Yardley Ltd, or any associated company of Yardley Ltd. The winners will be chosen by the judges and their decision is final.**



## ENTRY FORM

**CUT HERE**

1. Which is the most widely used floral compound in perfumery today?

Jasmine

Rose

Lavender

2. Lilac flowers are no longer harvested for their fragrance because

A good synthetic is better

To extract essence from the blossom is difficult

The lilac fragrance is no longer required

3. You can sell perfumes faster if you

Change your perfume display every week

Offer your regular customers a spray from a tester every time they come in, irrespective of what they buy

Keep testers on the front of the counter

4. Perfumers have synthetic compounds for

Ambergris

Musk

Civet

5. Which has been the most important innovation in the perfumery business that has helped raise the sales of fragrance products in the last few years?

The mini-spray

Use of synthetics

The roll-on perfume tops

6. What is the name of the latest perfume launched by a British perfume house which has Eastern connotations?

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7. Complete the following sentence in not more than 12 words:

"The secret of Yardley's success in the perfume field is due to .....

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Name .....

Shop name .....

Shop address .....

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**ENTRIES MUST BE RECEIVED NO LATER THAN NOVEMBER 30**